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NEW YORK AND CHICAGO

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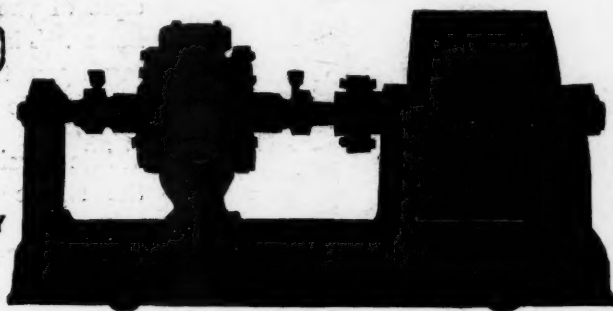
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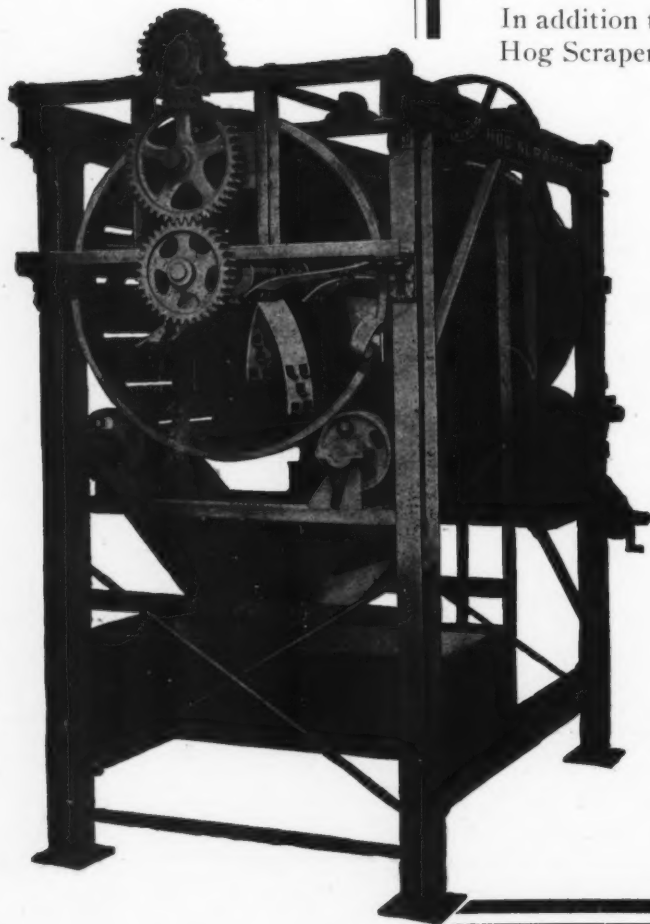
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THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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TRADE COMMISSION IS ARRAIGNED U. S. Chamber of Commerce Appeals to the President

The Chamber of Commerce of the United States has placed in the hands of the President a formal report declaring that the Federal Trade Commission as at present constituted is no longer a responsible body, but that the purposes for which it was created have been subverted and have given way to policies that are apparently shaped for the aggrandizement of the Commission and its members.

This report was prepared by the Chamber's Federal Trade Committee. It was formally approved by the Chamber before being sent to the President, and voices the convictions of the governing heads of that body, representing all the business and commercial interests throughout the country.

The report was submitted to the President on August 17, and is now being considered by him. It is understood that its submission at this time was due to the fact that there are two vacancies on the Commission which the President is expected to fill, and the U. S. Chamber of Commerce considered this an appropriate time to bring out the facts as to the recent behavior of certain members of the Commission.

Charge Use for Political Purposes.

The business interests of the United States represented by this official body charge that the Federal Trade Commission has been subverted to political uses by some of its members and employees, and that in doing so business has been ruthlessly, unfairly and even dishonestly attacked. The methods used are exposed in some detail in the report.

Since these methods were used to get public attention, one member of the Commission has resigned to run as a candidate for United States Senator in his state. He was defeated in the election. Another member resigned to run for Governor in his state, where he met with bitter opposition in his own party. The attorney for the Commission, who conducted his investigating campaign against packing interests in such a spectacular manner as to evoke criticism of the courts, as well as the Chamber of Commerce, announced his candidacy for Governor of his state in the midst of this spectacular performance, and has since been stumping his state with this investigation as his chief claim for the suffrage of the people.

These are some of the matters to which the committee refers in its charges to the President. It also charges that the Trade Com-

mission has undertaken functions beyond its jurisdiction, neglected work properly assigned to it, abused its powers of publicity, used methods which were subversive of common justice, presented inaccurate and deceptive information to Congress and the public, and generally departed from the fundamental purpose for which it was established.

Source of Charges Against Commission.

The U. S. Chamber of Commerce, which is the agency organized by and recognized by the federal government as its consulting body representing the business interests of the country, appointed a Federal Trade Committee some time ago as an advisory board in connection with the work of the Federal Trade Commission, just as was done in the case of the Federal Reserve Board.

"If for no other reason," says the report, "this committee would necessarily be impartial because in the membership of the chamber there are represented both producers and consumers and most of the important industries. In direct interests many of these members are adverse, but they all join in subscribing to the purposes of the chamber, which includes promotion of sound economic conditions in every branch of American industry and commerce and elimination of all business practices and situations that are incompatible with the public interest."

The committee is composed of Rush C. Butler of Chicago, chairman; William J. Dean of the firm of Nicols, Dean & Greg of St. Paul, Minn.; Alfred P. Koch, president of the La. Salle & Koch Co. of Toledo, Ohio; W. L. Saunders, president of the Ingersoll-Rand Company of New York; Prof. Henry R. Seager of Columbia University, New York, who is now with the Emergency Fleet Corporation; Alexander W. Smith of Atlanta, Ga.; Dr. I. C. White, State Geologist of West Virginia; Silas P. Adams of Portland, Me., and William C. Coffin, vice-president of the Blaw-Knox Company, Pittsburgh.

Seven Specifications in the Charges.

In substance the committee mentions seven specifications of conduct which the committee disapproves. They are:

"The commission has undertaken the exercise of functions beyond its own jurisdiction to the detriment of its proper usefulness.

"It has begun the study of important situations but because of vacillating interests or for other reasons not apparent has left its work incomplete.

"The commission's procedure, originally or-

derly and appropriate, has been changed without public notice or notice to Congress.

"It has abused its powers of publicity.

"Prominent features of the commission's recent food investigation were subversive of common justice.

"In presenting information to Congress and the public the commission has been heedless of the accuracy and frankness which its position and the circumstances require.

"It has departed from the fundamental purpose for which it was established."

Expectations That Were Disappointed.

From the President's address to Congress on the proposal to create the commission the committee takes the following excerpt:

"The business men of the country desire something more than that the menace of legal process in these matters be made explicit and intelligent. They desire the advice, the definite guidance and information which can be supplied by an administrative body, an interstate trade commission. The opinion of the country would instantly approve of such a commission."

The commission, says the report, "gave promise of becoming a constructive body, expert in analysis and in information; able to suggest sound national policies for preventing abuses and for encouraging proper development in the great field of American business enterprise outside a restricted jurisdiction which has been confined to such bodies as the Interstate Commerce Commission and the Federal Reserve Board.

"The expectations that were thus supported are now being disappointed. During the past year or eighteen months the commission's attitude and procedure have changed and its altered position has become well developed.

Using Power to Get Public Office.

"That various exigencies might arise which would justify resignation and retirement of course must be expected but no less than two commissioners and a prominent member of its staff have been simultaneously candidates for political preferment. Conditions such as these inevitably lead to impressions that the commission is no longer a responsible body, approaching its duties with a serious purpose to promote the public interest alone, that it seeks aggrandizement for itself and its membership, and that it lacks the impartiality essential to any public agency which is to speak with authority and to promote the common cause of the nation, rather than to create discord, confusion and disorganization."

To show that the commission has undertaken the exercise of functions beyond its jurisdiction the committee cites the case involving news print paper manufacturers and publishers with which the commission dealt. The commission, it is declared, in seeking to

have producers and consumers agree to establish the commission as an arbiter of their differences, went beyond the law of its creation and possessing no power to enforce its findings was placed "in the awkward position of having its award ignored."

Regarding the commission's methods in arriving at the cost of bituminous coal production, in which its figures were used by the President as a basis for fixing the price of coal in August, 1917, the report indicates the commission did not have adequate information, used bases for estimating costs that contained innovations, and were not fully disclosed to the industry or the public, and arrived at figures which would prevent production of 40,000,000 tons of our annual supply.

Supporting its charge that the commission has left incomplete its study of important situations, the committee points out that upward of \$400,000 has been spent by the commission and its predecessor, the Bureau of Corporations, in investigations of the lumber industry and that no final conclusions and recommendations as to fundamental economic conditions have been published, although repeatedly promised to Congressional committees.

It's Unfair Methods of Procedure.

Perhaps the strongest indictment of the commission is contained in that part of the committee's report dealing with the change in the commission's procedure as to unfair methods of competition.

While the commission through its annual reports and testimony before congressional committees has given the public and Congress to understand that before it issues a formal complaint it notifies the party complained of regarding the nature of the charges and affords him an opportunity to state his side of the case or to desist if he acknowledges impropriety, the commission, in fact, has so changed its procedure that it itself has become an instrument for unfairness, the committee's report declares. It says:

"There seems to be indisputable instances in which a defendant has had the first intimation through service of a formal complaint that any of his business methods were in question. The allegations of unfairness on his part, founded upon an *ex parte* presentation by a competitor or disgruntled customer whom he will not be able to face before the commission (since the commission becomes the formal complainant, supplemented by the commission's investigations to an extent that are unknown to him, are given to the newspapers by the commission with a release date placed as much as five days in advance, in order that widest possible publicity may be obtained for the allegations.

"In these statements to the newspapers the commission has disclosed concrete information as to the particulars of the alleged offence, whereas it has placed in the formal complaint served upon the defendant only general statements which did not advise the defendant of the charges he had to meet.

"As a consequence, defendants have had to consult the newspapers to identify the circumstances alleged to constitute the unfair method of competition in question. Accordingly, when the defendant comes before the commission for a hearing he feels that his case has been prejudged."

Abusing Its Power of Publicity

Of abuses of its powers of publicity the report condemns the commission's action in giving to the press a statement at the time of its first order issued regarding resale

prices in which it was said a manufacturer could not indicate prices to a retailer. This apparently prohibited, it is declared, the use of price lists and the printing of prices on packages, but the commission let it be informally understood in answer to individual inquiries that it did not prohibit these, though giving no official explanation. Two months later, it is set forth, the true situation was presented through the medium of another decision.

An example of carelessness in issuing press notices is cited in the commission's announcement early this year that the margin on gasoline between the refiners' costs and wholesalers' prices had ranged from \$5 to \$15 a barrel. Subsequently, and only after eighteen days, the commission, it is pointed out, issued a correction placing the margin at from 50 cents to \$1.50.

Plans to Create Public Impression.

To prove its assertion that the commission was biased in its recent food investigation, the committee points out that the commission proceeded with the apparent purpose of creating in advance a public impression that allegations concerning the artificial control of important food products were true.

In this connection, the report declares "the commission selected documents already in its possession and had them presented to it at public sessions by its special counsel, refusing to permit concerns that were mentioned in the documents to offer any testimony or produce other documents.

"It examined witnesses of its own choosing and prevented cross-examination by the concerns at which it was made clear the proceedings were directed. At each city the special counsel or other members of the staff let it be known that the Government contemplated taking over and operating the industry. This

strange spectacle ended at Chicago in February, 1918, when application was made on behalf of the commission for a search warrant under a section of the espionage act and the Circuit Court of Appeals quashed the warrant."

Charging that the commission has been heedless of accuracy and frankness in presenting information to Congress, the committee takes up the commission's recent report to the Senate on "profiteering." In this report the commission, it is declared, "again showed its lack of responsibility by giving such form and content to a report. . . . as to make general charges of a calumnious nature against business enterprises without supporting its charges with adequate facts. The committee says:

Language Not Warranted by Facts.

"The commission couched its statements in sensational terms unwarranted by the facts set out. For example, it spoke of 'bare faced fraud,' 'monopolistic control,' 'manipulation of the markets by illegal devices' and 'preying with shameful avarice upon consumers.' It quoted memoranda from one official of a leather company to another which show figures of considerable size, but which indicate nothing as to the reasonableness of profits.

"Faults which go to the soundness of the profiteering report can be multiplied. Enough have been suggested to illustrate the lack of responsibility the commission felt in speaking about a subject which affects the morale of the nation in time of war. 'That there are individuals in the community who for private gain will seek advantage from war conditions arises from the frailty of human nature. That these individuals should be found through an orderly procedure that accords with the spirit of our laws and institutions, and should be visited with condign penalties, is of the highest public importance. But the existence of individual error and crime is no reason for condemnation of the whole community, or any part of it, by broad accusations and innuendo."

ASKED TO TAKE MEAT PLANTS.

Contrasted with the action of the National Agricultural Society, which last week protested the suggested plan to have the government take over the meat packing plants as harmful to farmers' interests, a so-called Farmers' National Committee on Packing Plants and Allied Industries has written a letter to the President asking that laws be passed to carry out the government-ownership plan. Referring to the recommendations of the Federal Trade Commission, the letter says:

"It is our opinion that the recommendations made by the commission are peculiarly wise and timely, and that if enacted into law so as to be permanent in effect they will break down the monopolistic tendencies, open up a field of fair competition, correct most of the abuses of which we complain as producers and lead to economies in production, shipment and treatment of live stock and meat products that will secure benefits to the consumers. We urgently favor these recommendations as furnishing a comprehensive, conservative, careful platform upon which we can all unite.

"Certainly the stockyards, the private cars and the distributing centers for meat cannot be considered as other than distributing facilities in connection with the railroads. The logic of the situation is obvious, and, in our opinion, the assumption by the railroads of their proper terminal functions will prove the remedy that we earnestly desire."

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BRANCH HOUSE MANAGERS AND SALESMEN

Various Types of Salesmen and How to Handle Them

Written by an Armour Manager for the Armour Magazine.

[EDITOR'S NOTE.—Following the two articles on packinghouse sales management by A. C. Schueren which recently appeared in *The National Provisioner*, this study along similar lines by an Armour manager will be of great interest to packinghouse men.]

There are some general principles which will apply in all cases, though each branch house has its own peculiar affairs. Some managers "drive" their men, using "the whip" on all alike, regardless of the temperament and personality of the salesmen under their direction. This is a mistake; some horses absolutely refuse to pull if the whip is applied; while just a touch of the lash is necessary for others. This rule applies to men as well as to horses.

The very first qualification is that a manager should be a leader of his men—he sustains the same relation to his salesmen as the military captain to his command. He must be capable of giving reasonable orders and must be enough of an executive to see that his orders are carried out. The manager must maintain that necessary amount of dignity to hold the respect of his men; not a "better than thou" attitude, but such as belongs to any superior officer.

The manager must have a proper knowledge of his territory, for unless he has it would be as senseless for him to try to direct the affairs of a branch house as it would for a pilot to steer a ship without being able to read his chart.

The manager must use his brains in devising plans for his salesmen, which will assist them in getting the logical amount of business out of his territory; he must furnish his salesmen with talking points on their product, and he must also lay before them the possibilities of the territory which they cover, as well as the amount of business which is expected from them.

The manager must have proper knowledge of the industrial, financial and transportation conditions of his territory, and it is absolutely essential for the success of a branch house that the manager have genuine enthusiasm at the prospect of ultimate success in the territory over which he has supervision; "water will not rise higher than its source," and the selling force of a branch house will not be enthusiastic unless their manager enthuses them with his ideas.

Each Salesman a Problem in Himself.

It is of vital importance that the manager convince his salesmen that he knows just what they are doing and knows what their peculiar problems are, and his salesmen must know that the manager is watching them and their work all the time.

The manager must study his men; each salesman is a distinct and separate problem. Like the proverbial "thumbs," there are no two salesmen alike, what may spur one man on to greater effort may have the opposite effect on another. And this makes it imperative that the manager of a branch house be a close student of human nature, otherwise the best possible results will not be obtained from his sales force.

We are going to use several concrete illustrations showing different types of salesmen who have come under our observation; for convenience we will use the letters of the

alphabet in designating the different types.

"A" is a "salesman"; works every minute; covers a lot of ground. On one occasion he went down into a coal mine two miles under ground to get a customer's signature to a contract; the customer was proprietor of a general store as well as owner of the coal mine. This salesman was successful in getting new business right along, but he did not comb his territory close enough; he passed up good towns in jumping from one point to another; his fellow salesmen call him the "globe trotter," because of his propensity for reaching out everywhere after new business. Sometimes he got over on to another man's territory, so anxious was he to get the "cream."

He Was Taught to Concentrate.

This man had to be taken in hand and have it drilled into his mind that he must concentrate more and comb his territory more closely, with the result that his tonnage soon developed to larger proportions than that of any other salesman in our service.

"B" has exceptional ability; is above the average in intelligence; has had years of experience and is of a most pleasing personality. He is inclined to take matters none too seriously. He is a man who, unquestionably, could make good if he were to get awake to his inherent possibilities. This man must be taken in hand and severely jolted out of his partial apathy, if the branch is to have the benefit of his exceptional ability.

"C" is a conscientious worker who never lags; a steady plugger; has little to say when he comes into the office, and is inclined to be backward in voicing his ideas or suggestions; he is sensitive to criticism, but very responsive to praise. He must be encouraged to talk about his territory and problems; the manager must not fail to show cognizance of any good results from a special effort on this salesman's part.

"D" is a natural born salesman; a bundle of energy; full of "pep" and "hitting the ball" all the time; he is full of initiative and is happy when out on the trail hunting new business. A personal interest must be shown by the manager in this man's affairs, and just a little word of praise keeps him going steadily along. This type of salesman is often the one who is inclined to presume on friendship, should the manager not maintain that certain required "distance" and "dignity."

"E"—This salesman always brought in a lot of excuses as to why he was not getting the business; was forever talking about what competitors were doing; his collections were poor; his delinquents were many; we learned that he often used the telephone instead of making personal calls on the customer. He "missed his train"; "forgot to see Jones"; made foolish promises to the trade; never gave the manager a direct or explicit answer to questions regarding his affairs.

Too Much of a "Good Fellow."

We learned that he was trying to "hold his end up" with a wine salesman who had an unlimited expense account, and that he was also in the habit of sitting up with the boys

around the hotel until about 3 a. m., and then trying to call on his trade the next day, without enough sleep. He didn't like to get off the "main line" to call on trade in "jerk-water towns." We fired him!

"F" was a unique character; originally a lumber jack, then foreman of a lumber camp; he later conducted a general store in the rough mountainous country, of which he was "a native." His appearance suggested anything but a salesman, and yet he succeeded to such an extent that we felt that our ability to read men was at fault. Traveling facilities in his territory were very poor, and he would often tramp from five to ten miles into the "back country" to see a country storekeeper and sell goods. The boys called this salesman "the Pathfinder," and he looked the part.

We were fairly well satisfied with the business he was turning in from his district; in fact, we made the statement that he "was just the man for that back woods territory." He finally severed his connection with us, and we put a man on his territory who had never sold our product; he had for years sold hardware, a line entirely foreign to our affairs. The new man was indeed "a find"; he has doubled the tonnage of "the native" and has proved to us that "a real salesman can sell anything."

This is far from being an exhaustive article; we have only attempted to touch on a few of the interesting phases of the subject.

ALLIES ACCEPT LIGHTER BEEF.

Bringing to a close their two-day conference at Washington on Thursday, Federal Food Administrators from every State in the Union returned home to attack with new resolution the problem of building up food reserves that will permit America to send 15,000,000 tons of foodstuffs across the Atlantic next year, instead of the 10,000,000 tons sent this year. Details of changes in meat regulations were not completed, and will be announced next week.

Committee conferences occupied most of the two days. Groups of administrators were in session with Food Administration officials interested in the particular problems of their States, informing the Washington organization what had been accomplished under their personal direction and making suggestions for future policies. These suggestions are under consideration, and action upon them will be announced in due course. Many of the administrators will remain in Washington a day or two for informal conferences.

Conditions in the drouth-stricken Southwest, where cattle are suffering, were described by administrators from those States. These cattle are already being moved to pasturage elsewhere, through co-operation of the Food Administration with the Railroad Administration, and this movement will be kept up as fully as possible until relief is secured. Local administrators will act in conjunction with sellers and buyers.

The Allied governments have agreed to accept for the present shipments of lighter cattle by 25 pounds. Also dealers are using the lighter grades of beef. Shipments abroad of pork and pork products are expected to largely increase over last year, partly due to lighter shipments of beef, due to excessive need for United States troops.

PRACTICAL POINTS FOR THE TRADE

ILLUSTRATED ANSWERS.

(EDITOR'S NOTE.—From time to time answers to inquiries appearing on this page will be illustrated with drawings, showing graphically the points in question. This applies particularly to questions of packinghouse architecture, mechanical equipment, etc., and should prove a feature of added value to those who make use of this department.)

CIRCULATION IN COOLERS.

A packer in the Northwest writes as follows:

Editor The National Provisioner:

We are having trouble again this summer—in fact, all the time—from moisture in our cooler, forming on the coils and even on the drip pans, which damages the meats and makes the cooler damp and unpleasant. How can we prevent this?

It is surprising how many coolers there are which have very faulty circulation. This exists not only in the old-time coolers, but

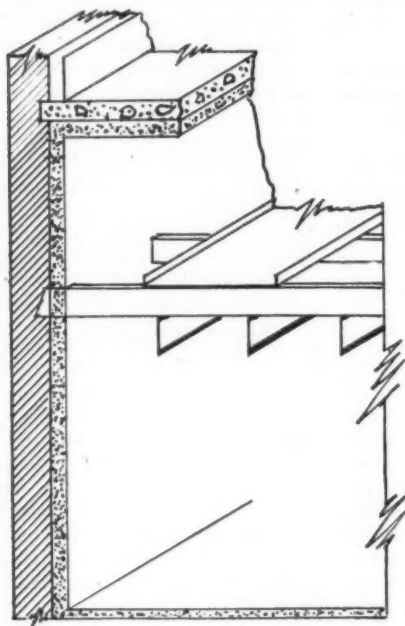
also in some of the packinghouse coolers which are of recent construction. Much money has been expended on the insulation, but upon entering the cooler an umbrella would come in very handy, due simply to faulty circulation of coil pans and arrangement of air circulation. This seems to have been the trouble in your case.

Sketch "A" shows a method which is used by a Mid-Western packer, and which may be the one you use. Instead of constructing a coil loft as was recommended by the architect, this packer simply placed some galvanized iron pans underneath the coils to catch the dripping from the coils, and to act as circulating pans. But he is very sorry now that he did not follow out the architect's instructions, as the condensation which natu-

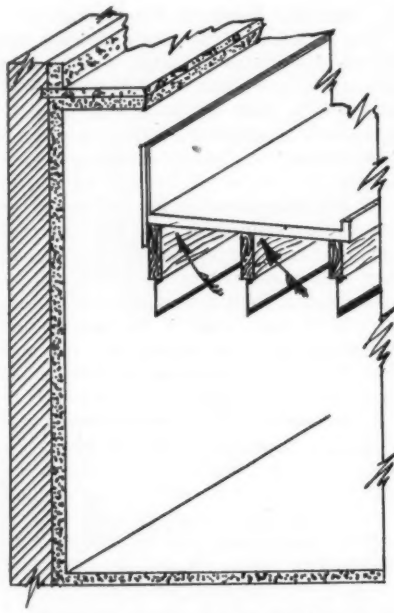
rally forms underneath the pans when hot hogs are run into the cooler justifies those who enter the cooler in wearing oil-skins, like a sailor. It is not only detrimental to the meats, but a decided nuisance from the standpoint of refrigeration, as the coolers are never dry.

Another mistake which is often made in cooler construction, and which affects the air circulation, is the one as shown in sketch "B." Here the owner has provided a good ice pan, but irrespective of the good construction of these pans he found that condensation would form underneath, which was

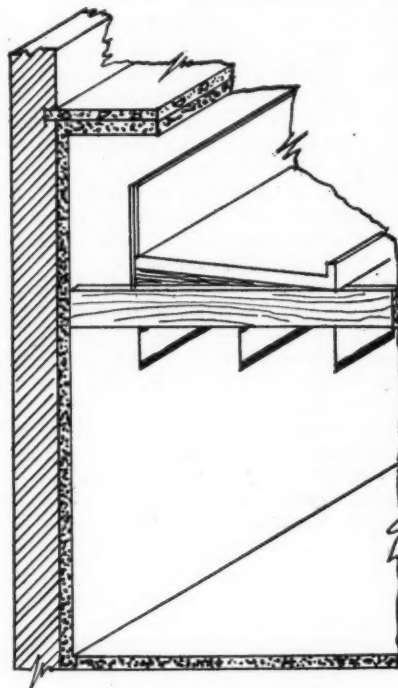
(Continued on page 36.)



A—Wrong Way to Build Coil Loft.



B—Another mistake. Cold air flow obstructed.



C—Correct plan for air circulation.

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HELP THEM TO REGISTER

Next Thursday, September 12, has been fixed by proclamation of the President as the day for the registration for military service of men between the ages of 18 and 45. This registration must be accomplished in one day. Unless the work of registration can be distributed during the course of the day, considerable hardship and difficulty will be experienced both by the registrants, and by the large body of volunteers who are assisting the Government in this work.

The request is made that all employers permit their employees who are required to register to leave their employment during the course of the day, so that the registration can be accomplished with comfort and efficiency, and without clogging the work of registration in the very early hours of the morning and

the later hours of the evening of Sept. 12.

It will be a patriotic service on the part of employers if they would permit their employees to leave their employment for this purpose during the course of that day. Even if it involves some hardship to you in conducting your business for that day, you can't afford to refuse this request of the draft authorities. Speed is necessary now, more than ever, to bring the war to a speedy end.

SHOULD SAVE CREDIT TOO

Not only should the goods and labor of the Nation be conserved for the prosecution of the war; the credit of the Nation must be conserved for the same purpose. This is being impressed upon the banks, and it should be impressed upon the people, too—the borrowers from banks.

All of the banks of the country are being urged by the Federal Reserve Board to curtail their loans. They are urged to loan money only where the borrower is going to use it in some way that will aid in or contribute to winning the war.

This policy is not aimed at hampering legitimate business. It aims to help win the war, which is the best thing possible for business. It simply means that money wanted for non-essential purposes should be refused. The Government needs the money to carry on the war. The farmers, the men and the industries engaged in war work or engaged in producing things needed for the efficiency both of our soldiers and of our home people, need the credit to carry on their enterprises.

Merchants should not borrow money to stock up on luxuries or things that the people should not buy at this time. No one should borrow money now to spend needlessly or extravagantly. Unnecessary building, unneeded articles, unessential enterprises should all await the ending of the war.

The Federal Reserve Board points out that in the interest of successful Government financing it would be much better for the banks to hold credit within reasonable bounds by intelligent co-operation rather than to discourage borrowing by charging high interest rates. The people should co-operate with the Government and the banks in this policy of conserving credit and curtailing borrowing except where the money, directly or indirectly, helps win the war, helps our soldiers who are risking their lives for our country.

COMMENT ON MEAT CONTROL

Press comment on the meat packers indicates a growing realization of the actual situation. The easy-going denunciation of the unthinking editorial space-filler still crops out here and there, but less of this

style of criticism is evident. Even the penned-in editorial writer is coming to realize the facts concerning the meat industry and the part it is playing in this war.

One newspaper says the packers may be guilty of monopoly, as charged by the Federal Trade Commission, but that it hasn't been proved, and that this is no time for a revolutionary experiment, such as the Commission suggests. Another says that it is doubtful if the government could run the industry anywhere near as efficiently as the packers run it, and says the latter "have performed a huge task for the government in its hour of need at a profit ridiculously small."

The Detroit Free Press goes even further, and brands the conduct of the Commission and its attorney as "atrocious." It says: "The proposal to federalize the packing business is a direct assault on private enterprise as an institution in this nation. It is not the first such assault, but it is perhaps the most open one to date. The selection of the point of attack is an industry whose principal exponents can be easily accused of an illegal combine without trial, and so isolated from public sympathy. This tends to camouflage the attack on the people by cloaking it as a fight in behalf of the people. The trick is old, but frequently highly successful."

The Manufacturers' Record of Baltimore, perhaps the leading business magazine of the country, says "the country lacks confidence in the Federal Trade Commission as now organized," and that its suggestion for government operation of the industry is both unwise and unjustified. Even the livestock papers are not satisfied. Wallace's Farmer, one of the most influential farm papers, believes that "such control as the government has already exercised has been no improvement, looking at it from the standpoint of the stockman."

The press and the public are beginning to realize the functions now being discharged by the meat industry in the winning of the war. As for agitation for government operation, they are finding out that the government is actually in control of the industry, both in regulating operations and in limiting profits. Agitation may be useful to politicians in the coming campaign, but it cannot alter the facts.

NO PLACE FOR HESITATION

If our soldier boys deliberated as long over doing their duty as some of our people at home hesitate over doing theirs, the victory would be doubtful. It is a sort of financial cowardice to hesitate to put your money in United States Government securities, and to deliberate over the wisdom and patriotism of the investment is to hesitate in supporting our soldiers.

TRADE GLEANINGS

The abattoir of Bowman Bros., at Poca-hontas, Va., which was destroyed by fire, will be rebuilt.

The name of the George Strong Harral Co., New York, N. Y., has been changed to the Harral Soap Co.

The Western Sheep & Cattle Co., Wilmington, Del., has been incorporated with a capital stock of \$250,000.

The plant of the Magic City Cotton Oil Co., Birmingham, Ala., which was damaged by fire, will be rebuilt.

The N. B. Josey Guano Co., Hilton, N. C., will rebuild the fertilizer plant recently burned at a loss of \$100,000.

The Carolina Packing Co., Wilmington, N. C., plans to increase its capital stock to \$50,000 and to enlarge its plant.

The Orchid Humus Fertilizer Co., Inc., Fishkill, N. Y., has been incorporated by M. T. Knight, D. J. Tate, E. A. Wood with a capital stock of \$50,000.

Morris Company's packinghouse on Twiggs street, Augusta, Ga., has been damaged by fire of unknown cause, damage being estimated at approximately \$25,000.

A five-story storage plant will be built by Swift & Company at 42nd and Cook streets, Chicago, Ill., to cost about \$350,000. A permit has also been obtained by this company for the erection of a six-story soap factory, to cost \$30,000.

The Independent Packing Company of Newark, Ohio, has purchased the buildings and equipment of the packing plant on Wilson street, formerly known as the Howell Provision Company plant, and will remodel and improve the plant.

Hook-Morgan & Co., Lakeland, Fla., to conduct a general phosphate business, including the buying and selling of phosphate, stock raising, packinghouse business, etc., has been incorporated with a capital stock of \$50,000 with C. W. Dean as president.

The Douglas Cotton Oil Co., Samson, Ala., has been organized with A. S. Douglas as president and R. B. Douglas as secretary and treasurer. The plant of the Samson Cotton Oil, Gin & Fertilizer Co. has been purchased by this company and many improvements are contemplated.

The new wholesale house of the Diamond City Beef Company at 54 South Pennsylvania avenue, Wilkes-Barre, Pa., has been opened. The officers of the company are: Michael Czajkowski, president and manager; Peter Legosh, vice-president, and Joseph Moritz, secretary and treasurer.

The Greenwood Peanut Company, Greenwood, Fla., has been organized with Joseph Messina, owner of the Bay City Packing Co., Apalachicola, Fla., as president and manager; R. A. Willis, vice-president; L. B. Smith, secretary; both of Greenwood. A storage

warehouse with 12,000 feet floor space, also oil mill and boiler room will be erected. Machinery for the manufacture of peanut oil and other products, has already been purchased. Recently incorporated with a capital stock of \$50,000.

ASK PACKERS TO RUSH PLANT.

The government is said to have asked Armour & Company to rush completion of their new \$6,000,000 packing plant at South St. Paul, Minn., in order to maintain meat production for army and other war uses. Contractors last week stated that work would be rushed and the plant ready to kill by June 1, 1919.

Authorities at St. Paul have been making a campaign to get enough skilled labor to carry on the work. Skilled men in the construction gangs are earning from \$72 to \$90 a week and are working from daylight until dark week days and Sundays.

Cement floors and concrete supporting walls are being poured on the hog, cattle and sheep killing buildings, which cover more than two city blocks and are six stories high. Steel is now being erected for the box factory and ice house. The Northern Dredge and Dock Company has practically completed its big fill on the site, having handled about 1,000,000 yards of sand. The trackage to the site is also nearly completed. About 500 men are employed, but double that number is needed if the job is completed by next June, contractors say.

Announcement

An exceptional opening presents itself to an aggressive, experienced Provision Man to enter the brokerage business in Chicago in association with an established brokerage house, whose head office is outside Chicago. Correspondence invited from any man of undisputed ability and integrity. When writing please state qualifications fully, age, whether married or single, past and present positions held, and draft classification. Address Box 133, care The National Provisioner, New York.

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Hartford City, Indiana

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredthweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Markets Very Steady—Higher Prices for Hogs—Expecting Less Favorable Hog Advices—Outlook for Big Shipments Abroad—Bullish Corn Crop Advices—Little Speculative Trade in Provisions.

Much attention has been given to the higher prices for hogs recently; it is evident that since the Government report was issued every effort to construe the figures as bearish has met with little success. This is due to the fact that notwithstanding the knowledge of a considerably increased supply of farm animals and prospective large supplies of products of all kinds there will be a huge demand for all products manufactured. Some interests are again expressing the view that, in order to satisfy the whole demand there will have to be curtailment of consumption in our country.

It is noteworthy that the weight of hogs has fallen off slightly from the crest, and authorities believe that the advices concerning the quality of hogs will not make a showing up to the high mark recently registered. This is not surprising, as the new crop of hogs is coming to market. The slaughtering of hogs at the west for the recent week was placed at less than 400,000 against nearly 700,000 the previous week and 184,000

for the same week last year; since March 2 to date the slaughtering of hogs is placed at approximately 15,000,000 compared with about 13,000,000 for the corresponding time last season.

The statement of stocks at Chicago for the month did not have any especial effect on the market. The decrease in the lard showing was just about as anticipated. The total stocks of meats decreased about 19,000,000 lbs. for the month; the statement, in detail, with comparisons is given herewith:

	Sept. 1, 1918.	Aug. 1, 1918.	Sept. 1, 1917.
Mess Pork, reg., bris.	10,385	9,476	12,979
Other Pork, bris.	56,333	42,357	30,740
Lard, new, lbs.	16,096,402	18,011,643	45,749,490
Lard, old, lbs.	670,056	3,822,041	.....
Other Lard, lbs.	17,956,191	16,315,013	7,656,436
Short Rib Sides, lbs.	14,115,616	14,933,195	13,743,301
Ex. Sh. Clear Sides	7,066,913	11,137,421	1,564,609
Total Meats, lbs.	140,205,181	159,004,840	121,129,195

A factor which has come in for a great deal of attention in the provision trade is the pessimistic character of the corn crop advices. There has been considerable deterioration over much of the corn belt recently, and a very bullish Government report was expected to be issued on September 9. Private estimates have pointed to a corn crop of only 2,700,000,000 bushels as an average, and the losses during the past six weeks have exceeded 300,000,000 bushels. Last year's corn crop was 3,159,000,000 bushels, but a very great percentage of it was unmarket-

able, due to excessive moisture, frost, and poor handling of the crop, so that it is still possible for this year's crop, with a late frost and proper handling, to give more really merchantable corn than last year's record crop as to quantity, and record crop also as to quality loss. At the same time, this deterioration in the corn crop is a disappointment to the trade, and it is believed to presage continued relatively high feeding costs. It is pertinent to mention here that in a recent proclamation by President Wilson, it was decided to make the same price to farmers for the 1919 crop of wheat as is now being paid them, with the added assurance that if, after special investigation, there is evidence of their deserving more for their wheat, a higher price will be made. This naturally imparts a certain element of strength to the corn market, from a relative price standpoint, especially now, as there are more peace reports coming up than ever before, and a number in the trade still insist that actual peace should be regarded as bearish on grain prices.

Very little speculation is noted in the provision market at this time. There seems to be just about enough trade passing to permit of a little hedging now and then, but commission house interests on the whole are not encouraging transactions, and packers are not doing much hedging.

BEEF.—There was little change during the week. Mess, \$35@35½; packet, \$35½@36½; family \$38@39; East India, \$57@58.

LARD.—The market locally remains firm. Decreasing stocks give the market a very

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steady tone. Quoted, City, \$26.85; Continental, \$28.25; South America, \$28.60; Brazilian kegs, \$29.65; compounds, \$22½@23¼c., nom.

PORK.—The undertone was stronger during the week. Quoted: Mess, \$49@49½; clear, \$47@54, and family, \$55.

SEE PAGE 31 FOR LATER MARKETS.

HOG PRICES NEAR DANGER MARK.

Even with Greatest Hog Crop on Record to Come They May Sell Higher.

(Special Letter to The National Provisioner from W. G. Press & Co.)

Chicago, September 4, 1918.—September is making new records in the price of livestock. We have in our recent market letters forecasted high prices in September. Information coming to us from the country of the impossibility of the starting to market of a new crop of hogs before the middle of October, and the general cleaning up of the old hogs, brought us to that conclusion.

The top on hogs in Chicago today is \$20.40 a hundred, the highest price ever paid for hogs in Chicago. Yesterday's top of \$19.10 on cattle is also the highest price ever paid for a load of cattle. The top in Buffalo on hogs yesterday was \$21.10 a hundred. It would not surprise us to see best cattle sell still higher.

Hogs are coming to a danger point in price; at the same time there is a likelihood of their selling higher. The hog market from now on, as to any further advance, will be governed more or less by some unusual demand. Any advance in price now will have little effect on bringing any greater supply. The hogs are not ready, but when they do start to come it will be the starting of the biggest crop of hogs that was ever on the market, and we look for record-breaking receipts during the winter packing season.

Provision stocks have decreased. There has been a liberal decrease in the stocks of lard, sweet pickled hams, sweet pickled shoulders and cut meats in the last thirty days. Stocks of provisions in Chicago at the close of business August 31, 1918, as reported by the Secretary of the Board of Trade, shows 46,718 bbls. of pork, as against 51,873 bbls. on July 31, 1918, and 43,724 bbls. on August 31, 1917. All kinds of lard, 34,722,929 lbs., as against 38,148,097 lbs. on July 31, 1918, and 53,437,570 lbs. on August 31, 1917. Short ribs made since October 1, 1917, were 14,115,616 lbs. on August 31, 1918, as against 14,933,195 lbs. on July 31, 1918, and 13,656,436 lbs. on August 31, 1917. Sweet pickled hams, 25,927,319 lbs., as against 30,937,237 lbs. on July 31, 1918, and 29,361,054 lbs. on August 31, 1917. This is a decrease of over 5,000,000 lbs. in hams in thirty days. Sweet pickled shoulders, 241,123 lbs., as against 403,770 lbs. on July 31, 1918, and 452,056 lbs. on August 31, 1917, a decrease of 162,637 lbs. in shoulders in thirty days. The total cuts of meat are 140,205,181 lbs., as against 159,004,840 lbs. on July 31, 1918, and 121,129,195 lbs. on August 31, 1917.

The Government's September cotton report, issued yesterday, forecasts the prospective production this year of cotton as 11,137,000 bales, 4,098,000 bales less than was forecast at the beginning of the season, and places the condition as 55.7. This condition of 55.7 is the lowest figure given out by the Agricultural Department since crop reporting was begun in 1870. The nearest figure to this was 56.3, reported in October, 1916, and 58.5 in October, 1909, and 58.3 in October, 1902.

Our object in mentioning the sensational falling off in the cotton crop this year is the probable effect it will have on lard. The scarcity of cottonseed oil will give a broader market for lard. It will be noticed that lard is now in a strong position. September lard is

now within 25 or 30c. of the maximum price, the maximum being 27.25. A decrease of over 4,000,000 bales of cotton and a possible crop of only 11,000,000 bales means the loss of a lot of cotton oil.

The cooler weather is creating a better demand for fresh pork, and the domestic trade, even at the high prices, is in good shape. The

reports from the Navy headquarters announce that there were 260,000 men transported overseas during August. Gen. Peyton C. March, Chief of the Staff, in his conference with newspaper men August 10, stated that there were 1,500,000 troops in France at that time. This movement of troops to Europe should create a greater demand for meat exports.

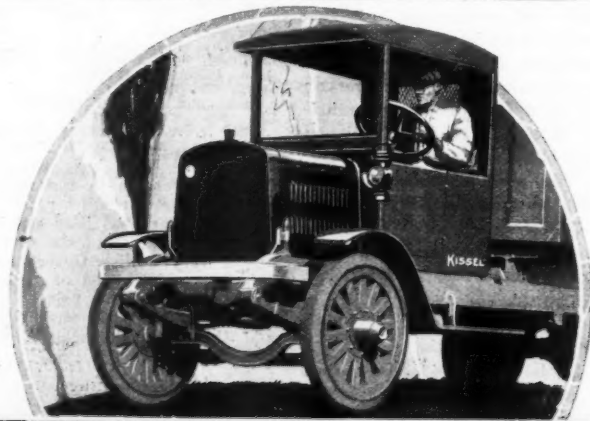
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TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—The market continues firm. Some interests say that the Government may postpone action on importations until there is an actual scarcity of tallow here. It is well realized that the big selling of South American tallow has frequently checked advances in our market in the past and the present market shows the lack of such selling.

Soap makers report still further advances in their product because of higher labor costs and higher prices for raw materials. It is noteworthy that prices for cottonseed have been fixed at \$64@72 a ton, according to the oil content, and oil prices at 17½c. a pound, basis crude. These prices are about the same as those that prevailed last season.

Prime city tallow is quoted at 18c. nominal, and city specials at 18½c. loose, nominal, with last sales at that basis.

OLEO STEARINE.—A light trade is reported at 20½c. Compound lard interests are not buying much.

OLEO OIL.—The market is a trifle steadier. Extras are quoted at 25½c., according to quality.

PEANUT OIL.—Consuming demand is quiet and the market steady. Foreign oil is quoted at 18½@18¾c., sellers tanks, f. o. b. the coast, and edible on spot in bbls. at 21@22c.

NEATSFOOT OIL.—There was little change in the market. Demand is reported poor. Prices are quoted, 20 cold test, \$3.20@3.25; 30 degrees at \$2.70@2.75, and prime, \$1.75@1.80.

SOYA BEAN OIL.—Offerings are less in evidence but consumers are slow buyers. Sellers' tanks from the coast, prompt shipment, are quoted at 15½c. Spot is quoted at 18@18¼c.

CORN OIL.—The demand for crude oil continues quiet, but prices are unchanged. There is no special trade passing. Refined oil is in fair demand. Crude is now quoted at 17¼@18c. in bbls.

COCOANUT OIL.—Demand is quiet and business is generally on a hand to mouth basis. Manila oil in sellers' tanks was quoted at 16c. and Ceylon, sellers' tanks, prompt shipment, at 16@16¼c. Ceylon, 17¼@17½c., in barrels; Cochin, 18@18½c., in barrels.

PALM OIL.—The market continues dull and featureless. Prime red, spot, —, nom.; Lagos, spot, nom.; to arrive, —; palm kernel, 18¼@18½c., nom., in bbls.; Nigar, —, nom.

GREASE.—No change in the general market is noted, with offerings light. Yellow, 16@16½c.; bone, 16¼@16¾c.; house, 16¼@16¾c.; brown, 15¼@15½c.

FOREIGN COMMERCIAL EXCHANGE.

New York, September 5, 1918.—Foreign commercial exchange rates, as far as quoted, are:

London—	
Bankers' 60 days	4.73
Cable transfers	4.7655
Demand sterling	4.7547½
Commercial bills, sight	4.75¼
Commercial, 60 days	4.71¾
Commercial, 90 days	4.70¼
Paris—	
Commercial, 60 days	5.33½
Commercial, sight	5.47¾
Bankers' cables	5.46
Bankers' checks	5.47
Amsterdam—	
Commercial, sight	47½
Commercial, 60 days	47½
Bankers' sight	48
Bankers' cables	48½
Copenhagen—	
Bankers' sight	30.00
Bankers' cables	30.40

EXPORTS OF PROVISIONS

Exports of provisions for the week ending August 31, 1918, are reported as follows:

PORK, BBLs.			
To—	Week ended Aug. 31, 1918.	Week ended Sept. 1, 1917.	From Nov. 1, '17, to Aug. 31, 1918.
United Kingdom...	782
So. & Cen. Am...	4,330
West Indies...	10,934
Br. No. Am. Col...	7,075
Other countries...	1,020
Total	24,747

BACON AND HAMS, LBS.			
United Kingdom...	565,425	2,294,775	459,782,063
Continent	.....	4,681,235	202,012,128
So. & Cen. Am...	.....	.....	896,868
West Indies	.....	.....	10,748,874
Br. No. Am. Col...	.....	.....	193,903
Other countries...	.....	.....	2,270,794
Total	565,425	6,976,010	675,904,630

LARD, LBS.			
United Kingdom...	650,000	537,944	162,834,362
Continent	.....	6,449,604	145,475,803
So. & Cen. Am...	.....	.....	1,127,697
West Indies	.....	.....	15,189,826
Br. No. Am. Col...	.....	.....	132,285
Other countries...	.....	.....	320,273
Total	650,000	7,007,548	325,080,246

RECAPITULATION OF THE WEEK'S EXPORTS.			
From—	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York	565,425	650,000
Total week	565,425	650,000
Previous week	4,494,525	6,535,900
Two weeks ago	187,000	1,945,817
Cor. week, 1917.	6,976,010	7,007,548

COMPARATIVE SUMMARY OF EXPORTS.

	From Nov. 1, '17, to Aug. 31, '18.	Same time last year.	Changes.
Pork, lbs.	4,949,400	10,487,200	Dec. 5,537,800
Bacon & Hams, lbs.	675,904,630	599,943,964	Inc. 75,960,666
Lard, lbs.	325,080,246	301,353,145	Inc. 23,727,101

GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from The Davidson Commission Co.)

Chicago, September 5, 1918.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green: 8@10 lbs. ave., 29½c.; 10@12 lbs. ave., 29¼c.; 12@14 lbs. ave., 28¾c.; 14@16 lbs. ave., 28½c.; 16@18 lbs. ave., 28¼c.; 18@20 lbs. ave., 28¼c. **Sweet pickled:** 8@10 lbs. ave., 29½c.; 10@12 lbs. ave., 29¼c.; 12@14 lbs. ave., 28¾c.; 14@16 lbs. ave., 28½c.; 16@18 lbs. ave., 28¼c.; 18@20 lbs. ave., 28¼c.

Skinned Hams—Green: 14@16 lbs. ave., 30½c.; 16@18 lbs. ave., 30½c.; 18@20 lbs. ave., 30½c.; 20@22 lbs. ave., 30½c.; 22@24 lbs. ave., 29¾c. **Sweet pickled:** 14@16 lbs. ave., 30¼c.; 16@18 lbs. ave., 30¼c.; 18@20 lbs. ave., 30¼c.; 20@22 lbs. ave., 30c.; 22@24 lbs. ave., 29¾c.

Picnic Hams—Green: 4@6 lbs. ave., 21½c.; 6@8 lbs. ave., 19½c.; 8@10 lbs. ave., 19c.; 10@12 lbs. ave., 18¾c. **Sweet pickled:** 4@6 lbs. ave., 21½c.; 6@8 lbs. ave., 19¼c.; 8@10 lbs. ave., 18¼c.; 10@12 lbs. ave., 17¾c.

Clear Bellies—Green: 6@8 lbs. ave., 39c.; 8@10 lbs. ave., 38c.; 10@12 lbs. ave., 37c.; 12@14 lbs. ave., 35c.; 14@16 lbs. ave., 34c. **Sweet pickled:** 6@8 lbs. ave., 38c.; 8@10 lbs. ave., 37c.; 10@12 lbs. ave., 36c.; 12@14 lbs. ave., 34c.; 14@16 lbs. ave., 33c.

PORK CUTS IN NEW YORK.

(Special Letter to The National Provisioner from H. C. Zaun.)

New York, September 5, 1918.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 40@43c.; green hams, 8@10 lbs. ave., 35c.; 10@12 lbs. ave., 35c.; 12@14 lbs. ave., 30c.; 14@16 lbs. ave., 30c.; 18@20 lbs. ave., 29½c.; green clear bellies, 8@10 lbs. ave., 38c.; 10@12 lbs. ave., 38c.; 12@14 lbs. ave., 37c.; green rib bellies, 10@12 lbs. ave., 37c.; 12@14 lbs. ave., 36c.; S. P. clear bellies, 6@8 lbs. ave., 36c.; 8@10 lbs. ave., 37c.; 10@12 lbs. ave., 37c.; 12@14 lbs. ave., 34c.; S. P. rib bellies, 10@12 lbs. ave., 36c.; 12@14 lbs. ave., 34c.; S. P. hams, 8@10 lbs. ave., 31c.; 10@12 lbs. ave., 31c.; 18@20 lbs. ave., 30c.; city steam lard, 27c. nom.; city dressed hogs, 29½c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs. ave., 37c.; 10@12 lbs. ave., 36c.; 12@14 lbs. ave., 35c.; 14@16 lbs. ave., 34c.; skinned shoulders, 27c.; boneless butts, 34c.; Boston butts, 30c.; lean trimmings, 22c.; regular trimmings, 18c.; spare ribs, 16c.; neck ribs, 6c.; kidneys, 8c.; tails, 12c.; snouts, 10c.; livers, 5c.; pig tongues 19c.

SEE PAGE 31 FOR LATER MARKETS.

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STABILIZE COTTONSEED PRODUCTS.

State Food Administrators met in Washington on Wednesday and agreed to stabilize cotton seed and products prices, with the approval of the Food Administration. It was announced that the price for seed, based on local zones and yields, would be the same as last year, based on a 41-gal. yield of oil.

The price of crude oil will be stabilized at 17½¢, f. o. b. mills, under a co-operative agreement between the Food Administration and refiners. This is the same as last year. Meal prices will vary from \$50 to \$57, in bags, depending on protein content. This is about \$3 above last year. The Food Administration has also asked the War Industries Board to increase the price of linters.

The Food Administration authorized the announcement that it has consulted with the representatives of the crushers, refiners and lard substitute manufacturers as to the formulation of regulations and voluntary agreements to give effect to the recommendations for a stabilized price throughout the year, made at a recent meeting of farmers and producers.

The price of seed on the basis recommended by the producers will vary from \$64 to \$72 in carload lots, f. o. b. cars, depending upon the yield in oil, which varies from zone to zone. Using this basis price the Food Administration has agreed with the refiners that

they shall purchase oil at 17½ cents f. o. b. mills, and the Food Administration will assist the refiners to hold this price throughout the year.

Differentials have been fixed for crushing seed in consultation with the crushers' associations on the basis of last year's costs and regulated profit of last year, plus the increased cost imposed by change in labor, transportation and supplies. The result is that the price of meal will vary from \$50 to \$57, in bags, depending upon the protein content, or roughly \$3 per ton higher than last year.

The Food Administration has strongly recommended to the War Industries Board that the price of linters should be increased so as to bear its proper share of the burden and increased cost of manufacture and any change in this direction will be applied to a reduction in the price of meal.

The proposal of the cottonseed producers to accept the average price of cottonseed for last year, despite the lower yield of cotton and the increased cost of production, is announced as a concession on their part to the cattle feeding and dairy interests.

The Food Administration says it would have been glad to have arrived at a result that would have made the price of meal exactly the same as last year to the feeding industry, but says it is impossible to

maintain the price of oil if it were increased above the present figure, owing to the relatively lower basis for other vegetable oils. The Food Administration feels satisfied that the stabilization of this industry by the voluntary agreements of all elements of the industry will tend to eliminate speculation that would otherwise take place, and that all interests will have been protected in so doing.

The State Food Administrators are announcing zones and basic yields, with seed prices, as follows, the figures for the States omitted from the list not having been finally determined:

	Oil, gals.	Meal, lbs.	Hulls, lbs.	Seed, car lots.
Alabama	42	940	500	\$71.00
Georgia	42	945	470	71.00
Mississippi, zone 1..	44	900	455	74.00
Mississippi, zone 2..	42	955	460	71.00
No. Carolina, zone 1..	42	900	480	72.00
No. Carolina, zone 2..	41	950	490	70.00
Oklahoma, zone 1...	39	985	540	69.00
Oklahoma, zone 2...	37	995	540	67.00
So. Carolina	43	940	490	72.00
Tennessee	41	900	540	69.00

In all cases the price of wagon seed must be figured at \$3.00 less than car seed.

Linters are figured at 4.67, but if Mr. Hoover is successful in his efforts to obtain an increased price from the War Industries Board, the increase will be applied to reduce the price of meal and cake for the benefit of the cattle feeding and dairy interests.

COTTONSEED PRODUCTS MARKETS.

To ascertain prevailing markets of cotton seed products and to wire them to the mills, once a week or oftener, thus giving a basis upon which to apply the permitted spread and determine a fair price for seed in each zone of Texas, President Howell, of the Texas Cotton Seed Crushers' Association, has appointed as a committee Ed Woodall, Hillsboro, chairman; P. W. Plunket, Greenville; J. M. Hardaway, Kaufman; J. S. LeClercq, Dallas, and W. A. Bennett, Fort Worth. This is part of the effort to aid the Food Administration to stabilize prices.

COTTONSEED PRODUCTS EXPORTS.

In the expectation that exportation of cottonseed products may be considerable within a short time, President Howell of the Texas Cottonseed Crushers' Association has appointed a committee to co-operate with the Federal Shipping Board in this direction. The committee comprises R. F. Isbell of Houston, J. D. Middleton of Greenville, and C. C. Littleton of Fort Worth.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)
New York, September 5, 1918.—Latest quotations on chemical and soapmakers' supplies as follows: 74@76 per cent. caustic soda, 4¼@4½¢. per lb.; 60 per cent. caustic soda, 4¢. per lb.; 98 per cent. powdered caustic soda, 5¼@5½¢. per lb.; 48 per cent. carbonate soda, 2¾¢. per lb.; 58 per cent. carbonate soda, 2¼@2½¢. per lb.; talc, 1½@1¾¢. per lb.; silic, \$15@20 per 2,000 lbs.

Clarified palm oil, in casks, none on spot, not quotable; Lagos palm oil, in casks, none on spot, not quotable; yellow olive oil, nominal, \$4.50 per gallon; Cochin coconut oil, 20@21¢. per lb.; Ceylon coconut oil, 17¼@18¢. per lb.; cottonseed oil, \$1.58 per gallon; Soya bean oil, 18¼@18½¢. per lb.; peanut oil, soapmakers' 5 per cent. acidity, \$1.68@1.70 per gallon.

Prime city tallow, special, 18½¢. per lb.; dynamite glycerine, 60@61¢. per lb.; saponified glycerine, 41¼@42¢. per lb.; crude soap glycerine, 37½@38¢. per lb.; chemically pure glycerine, 61@62¢. per lb.; prime packers' grease, 17@17½¢. per lb.

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COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

Fixed Prices—Trade Surprised by Sensational Cotton Report—Small Crop Now Counted On—Conditions Entirely Changed From the Early Part of the Season.

It has been announced that prices for cottonseed will be stabilized this year at the average of last year, in line with the recommendations of the organized cottonseed producers. The fundamental basis is on a yield of 41 gallons of oil per ton of seed, f.o.b. cars, and the price of seed will vary from \$64 to \$72 per ton, depending upon the yield of oil. The Food Administration, it is understood, may request refiners to purchase oil at 17½c. f.o.b. mills, and it is understood that the Food Administration will assist refiners to hold the price throughout the year. There have also been differentials proposed for the crushing of seed, and the price of meal will vary from \$50 to \$57 per ton in bags, depending upon the protein content. This meal price is about \$3 per ton higher than last year. Local reports are that another conference in regard to cottonseed products will be held later this month.

Although there is not a great deal of interest locally in the cottonseed oil market, the people actually in the trade, handling this and other oils, are still closely following

the day to day changes. There had been much concern expressed over the fixed price basis to be announced and accepted by cottonseed oil interests in general, and also doubts expressed as to the ability of the trade to market a large crush of cottonseed oil, in the event of a high price being agreed upon, which would not permit of competitive selling of cottonseed oil with the various other oils. The situation in this respect has been entirely altered, both by the fixing of prices and the latest cotton crop advices.

The official report on cotton issued this week indicated a crop promise of only 11,137,000 bales compared with 13,619,000 the previous month and a promise earlier in the season of nearly 15,500,000 bales. The actual cotton crop last season, exclusive of linters, was 11,300,000 bales. The greatest loss in condition has been in the southwest, with Oklahoma placed at only 33 per cent, and Texas at 43 per cent. Since the Government figures have been compiled there have been some showers in the southwest, and it is believed that with a late frost, the crop may turn out somewhat better than the official figures as of August 25 indicated.

However, there is no disputing the fact that the cotton promise has been turned abruptly about, and it is now for one

of the smallest in recent years as against an early promise of one of the biggest. It was contended not long ago that there would have to be much larger exports of cottonseed oil in order to permit of distributing the whole cottonseed oil crush at a high price. As it is now, there is only about as much oil promised as was the case the preceding season and there is nothing to suggest curtailed home consumption. As far as exports of cottonseed oil are concerned the intimations from official quarters have suggested increased shipments abroad. It is well known that there will be a larger peanut crop this year—also liberal importations of various oils such as soya-bean oil, cocoanut oil and other oils competing here, and yet there promises to be adequate demand for these, judging by the stability of prices recently noted. Incidentally there have been higher prices through the important western hog markets of late, confirming the view that limited consumption of hog products and general meats and fats will be noted, these advances in hogs being the more significant following a recent report showing a larger supply in the country.

Cottonseed oil interests are giving much attention to the progress of the war. It is everywhere conceded that the advances of our armies and the defeats of the Germans, together with the increasing tonnage supplies make the prospects of larger exports of various products just so much the brighter. It is a question, of course, as to how far the prevailing high prices for the various

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products discount peace and increased exports, but in cases where prices for product are not fixed, the element of competitive buying will have to be considered.

Closing prices, Saturday, August 31, 1918—
Prime crude, S. E., \$17.50, sales.

Closing prices, Monday, Sept. 2, 1918—
Holiday.

Closing prices, Tuesday, Sept. 4, 1918—
Prime crude, S. E., \$17.50, sales.

Closing prices Wednesday, Sept. 5, 1918—
Prime crude, S. E., \$17.50, sales.

Closing prices, Thursday, Sept. 6, 1918—
Prime crude, S. E., \$17.50, sales.

SEE PAGE 31 FOR LATER MARKETS.

COTTON SEED CONTROL IN GEORGIA.

Covering the cotton seed situation throughout Georgia, Dr. Andrew M. Soule, Federal Food Administrator for that State, has issued two important official statements, answering inquiries which have poured into his Atlanta office. One order names, upon the request and with the approval of the United States Food Administration at Washington, a special commission known as the War Service Committee, to handle the cotton seed situation.

The other is a clarification of the matter of stabilization of cotton seed and cotton seed products. This latter statement is as follows:

"Prices on cotton seed and its products have not yet been stabilized. The impression seems to have been created that an agreement has been made, whereby the price to be paid for cotton seed and the sale price on cotton seed products had been stabilized.

"Several conferences have been held, and the Food Administration is giving this matter its earnest consideration, but as yet no agreement has been entered into between the Government and the producers, consumers and crushers as to the stabilization of prices, and until some definite action is taken and promulgated by the Administration, the crushing mill shall pay for cotton seed a price not to exceed an amount that will net him a maximum profit of \$3 per ton, arrived at by deducting the spread allowed the crushers under the rules recently promulgated from the value of the products from a ton of seed, based on the price of crusher is able to obtain for the products at this time. I would further call your special attention to the fact that all other rules and regulations heretofore issued by the Administration, copies of which have been placed in the hands of all licensees, are in full force and effect from August 1, 1918, and must be strictly observed."

The appointment by Dr. Soule of a War Service Commission to handle the Cotton Seed Division under supervision of the Federal Food Administrator for Georgia is in line with that which has been done in other States, and the work of such a committee in other States has proven very satisfactory to the Administration as well as producers, ginner and others allied with the industry. The committee appointed is J. J. Brown, Commissioner of Agriculture, Atlanta, and J. H. Mills, president of the Farmers' Union, as representatives for the producers; T. J. Connor of Marietta, and S. R. Campbell of Mansfield, as representatives for the seed buyers; W. F. Madden of Concord and W. B. Matthews of Cordele, representing the ginner; Henry E. Watkins of Atlanta, and W. H. McKenzie of Montezuma, as representatives for the crushers. Each interest in the industry is therefore represented on the committee.



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Offices of the War Service Commission will be in connection with the Food Administration in Atlanta. In appointing this commission Dr. Soule said:

"Recent rules and regulations promulgated by Washington places the greater part of the handling of the details of this most important industry on the State Food Administrator, which makes the appointment of such a committee necessary.

"The committee will divide the State into one or more zones and determine the lines and counties of each zone and recommend to the Food Administration the establishment of these zones, and will fix the yields of each zone, which will be the basis for the crusher to compute the value of the products when stabilized on a ton of seed, from which the spread allowed the crusher will be taken and the resulting figure will be the value of cotton seed to the producers in the zone, or zones, and will be the price to be paid for cotton seed, if and when the prices of products are stabilized.

"The committee will also have charge of all reports of the buyers of cotton seed, the ginner and crushers, and it will be their obligation to see that the rules and regulations of the Administration are carried out and strictly observed. The Administration will furnish this committee with a competent clerk and secretary to execute and carry out the orders of the committee, whose office will be in Atlanta.

"There is no industry in the South so necessary to the economic and successful prosecution of the war as the cotton seed industry. They produce the lint for munitions, the oil as an important edible fat, and the meal as the main source of ammonia for fertilizer to grow the crop, and the principal cattle feed used with the hulls as a ruffage.

"The committee will also handle the peanut industry insofar as it is affected by the rules and regulations of the Administration. All actions of the committee will be subject to the approval of the Federal Food Administrator."

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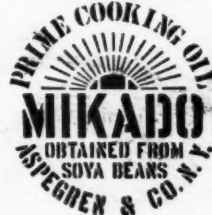
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COTTON SEED CRUSHING COSTS.

In preparing information for the use of the Food Administration in drafting its regulations for the coming season the Texas Cotton Seed Crushers' Association estimated the cost of mill operation, based on actual figures from 33 mills which were as follows:

Figures of costs of crushing, 1917-1918 season, as figured by Auditor Byers, based on operation of 33 mills:

Permanent Investment, average per mill, \$117,666.87.

Average cost per mill per ton of seed crushed:

Fixed charges:	
Insurance	.76
Salaries	1.45
Taxes	.45
Interest	1.17
Agents and traveling expenses	.24
Total	4.07
Crushing:	
Bagging and ties	.26
Meal sacks and twine	1.18
Fuel	1.11
Lubricating oil and waste	.07
Machinery repairs	1.30
Mill expenses	.38
Office expense	.19
Press cloth and yarn	.58
Wages	2.15
Other expenses (not above)	1.10

Total	8.32
Total fixed charges and crushing cost	12.39
Cost of seed	60.10
Total cost of seed, fixed charges and crushing	\$81.49

Estimated percentage of increase on each item of cost for the coming year, 1918-1919, as arrived at by cotton seed crushers in Galveston August 2, 1918:

	Increase Per cent.
Fuel	100
Press cloth	43
All other supplies	33
Labor	75
Superintendents' salaries	15
All other operating expenses	8
Repairs	30
Salaries	20
Insurance	10
Taxes	0
All other overhead	0
Bags	60
Bagging and ties	33 1/3
Interest	20
Depreciation	0

OIL MILL ANALYSES.

An interesting and important letter on the subject of the necessity for cotton oil mill analyses was printed in the last issue of The National Provisioner, but the signature was omitted through the printer's oversight. The letter was from President F. B. Porter of the Fort Worth Laboratories, Fort Worth, Texas.

MARDEN, ORTH & HASTINGS ELECT.

At a meeting of the board of directors of Marden, Orth & Hastings Corporation, held on August 28, Mr. Arthur C. Trask was elected vice-president of the corporation, with headquarters in Chicago. Mr. Trask's resignation as secretary of the corporation was accepted, and Mr. Walter O. Hastings was elected to this office.

Mr. Trask has been seventeen years with the concern, while Mr. Hastings is one of the three members of the partnership which, in 1906, took over the business founded by James A. Murdock in 1837. Mr. M. S. Orth, president of the corporation, is a direct descendant of Mr. Murdock.

Mr. Trask leaves this week to take up his new duties at Chicago, which is daily becoming a more important centre in the activities of this company. Within the last few weeks Marden, Orth & Hastings have opened new branches at 1303 Shelby street, Louisville, Ky., and Union Trust Building, Cincinnati, Ohio.

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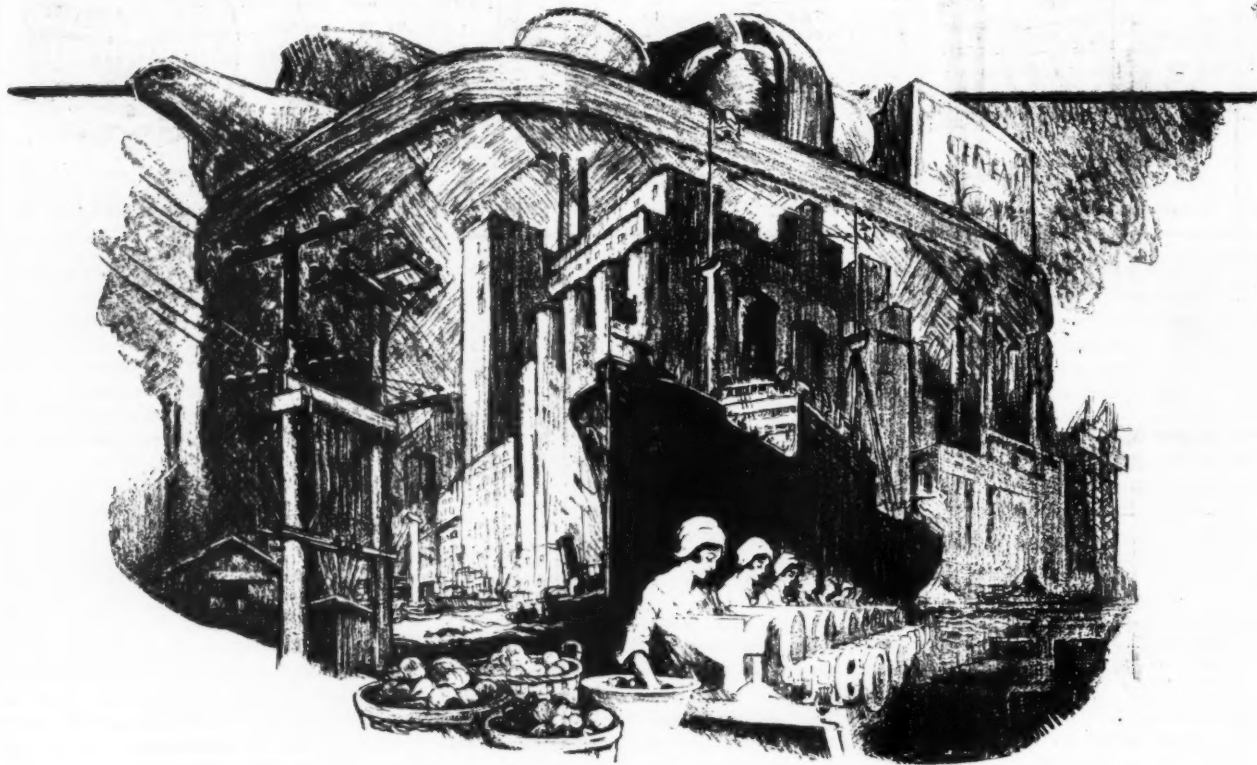
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Sowing more grain, planting more vegetables, raising more cattle, imposes heavy burdens upon packers, canners and the entire food industry. Meat must be dressed and preserved; vegetables and fruits must be promptly utilized, and grain harvested and stored.

Electric power helps shoulder this gigantic task. In the packing house, electric motors and control apparatus operate conveyors and countless machines for meat packing, refrigeration and the manufacture of by-products, speeding up production, saving labor and cutting manufacturing costs.

In the canning industry, potatoes are pared, peas shelled, meat and vegetables sliced, and cans and jars filled and conveyed to storage

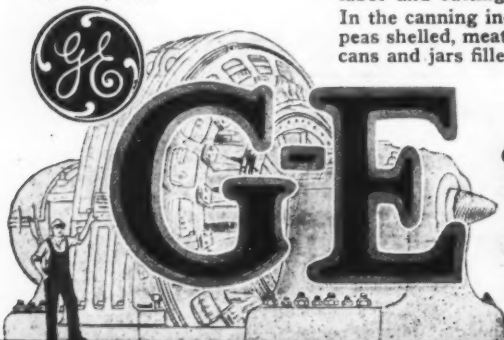
and shipping platforms, by electric power. In elevating and cleaning grain, milling it into flour, manufacturing grain-packaged foods, and in the mixing of dough in our large bakeries, the electric motor is not only saving time and labor but is also helping to maintain the high standard of cleanliness in our food factories.

Many of America's food institutions summoned G-E industrial specialists to their aid in solving production problems. And the great manufacturing facilities of the General Electric Company gave timely assistance in furnishing the necessary electrical equipment to increase each plant's capacity.

Just as the food industry has shattered all previous records in production, so other industries, no less vital in the great task confronting the nation, can also set new standards in output by the correct application of electric power to their needs. This may not necessarily mean the purchasing of new electrical equipment.

G-E engineering specialists have been known to effect important savings in power and increases in production by rearrangements of equipment already installed. Their services are at the disposal of all manufacturers engaged in essential war work.

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HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES unchanged. Nothing is offered, and with nothing to do business, there is no business reported. All killers claim to have no hides oversales in sight. The kill at present is of better proportions, but still running excessively to the light weight branded quality. The kill of native cows is said to be much less than in the preceding month and far below expectations for probable take-off. This necessitates some tanning packers switching allotments to their own plants. Maximum rates rule as to values. Native steers are quoted at 30c.; heavy Texas steers at 28c.; light Texas steers at 27c.; extreme light Texas steers at 24c.; butt branded steers quoted at 28c.; Colorado steers at 27c.; branded cows at 23c.; heavy native cows quoted at 28c.; light native cows at 24c.; native bulls at 21½c., and branded bulls at 19½c.; some resales of Eastern spready native steers by tanners of auto leather to belting makers is hinted. Small packer hides quiet. No business reported in these descriptions of hides. Most small killers sold monthly slaughter when trading a month ago, so that there will be no oversales to come on the market from time to time. Big packer maximums were paid for the major portion of the standard small packer hides.

COUNTRY HIDES steady to strong. A car of country bulls sold at 15c. for the first quarter kill and a car of second quarter goods brought 17c. As was previously noted one of the larger operators cleaned up the market on the over 60 lbs. hides, taking between 15,000 and 20,000 cows and steers at 19c. for the early cows and 21c. for late stuff, while the steers brought 23c. No August hides sold. The local market is well cleaned out on buff weights as well as extremes. Tanners of extremes have been forced to take the heavier hides owing to the scarcity of their variety. Maximum prices usually obtained for the dates involved. A car of Ohio buffs of August kill lately sold at 21c. and a car of Ohio extremes at 22c. f. o. b. to move this way. Operators report a relative scarcity of hides on hand and in sight, and indications point toward a dwindling fall kill in the country sections. Several local operators had been holding stocks of large size since the early spring, but have moved most of these out in the recent movement. All weights of seasonable hides in the originating sections are quoted at 18@20c. delivered basis, as to qualities, dates and sections. Heavy steers here are quoted at 23c.; heavy cows at 21c.; buffs at 21@22c. as to dates and descriptions; extremes are firm at 22c.; branded hides are quoted at 15@16c. flat basis; bulls at 15@17c. asked with no demand whatever noted; glue hides quoted at 12@13c. nominal.

CALFSKINS steady to strong. A very good demand is noted for the better varieties of skins. City stock either first or second salted is wanted at full values. Supplies are limited, most collectors being sold ahead and collections being limited as is usual at this season. First salted city and packer skins

are firm at 44c.; resalted city skins sold at 41½@41¾c., as to quality; outside city skins quoted at 38½c. and country goods down to 34c. Deacons are quoted at \$2.50 and light calf at \$2.70. Kipskins are quoted at 24c. for the country quality; resalted city and packer skins 25½c. and first salted descriptions at 27@27½c. as to dates. Some early country skins sold at 25c., maximum being 27c. for such salting.

New York.

PACKER HIDES absolutely quiet as far as trading goes for this period. Native steers last sold at 29½c.; spreadies, 30½c.; butts, 27½c.; Colorados, 26½c.; heavy native cows, 27½c.; light native, 23½c., and native bulls, 21c. Small packer hides quiet and unchanged. Packers have practically nothing to offer. All late sales were made at full maximum prices.

COUNTRY HIDES.—The market continues steady for nearly all varieties and the demand for Middle West extremes is active, and there is a good call for all weight hides of good quality with offerings somewhat limited. Very few offerings of extremes alone are noted here, and all choice lots in combination with 45 lbs. and up hides easily realize 22c. for the extremes. Recent sales of choice Middle West buffs when sold with extremes have commanded as high as 21c. for late receipts. The majority of sales, however, have been made at 22c. for extremes and 20@20½c. for buffs. Western heavy steers are in demand and quoted at 23@25c. for June and July salting. There is a fair demand here and in Boston for good Northern Southern all weight hides guaranteed free of ticks with buyers' ideas around 19½c. and holders asking ½c. more selected. Recent sales of New York State and New England all weights were made at 21c. for extremes and 20½c. selected for buffs in carlots.

CALFSKINS quiet and unchanged. There is a strong demand for New York city's 3 ranges of weights, with most dealers sold well ahead at full maximum prices of \$4.56 and \$7@7.50 for kips. Offerings of all varieties are limited.

DRY HIDES.—The market continues generally quiet in nearly all the varieties. No sales of any account in hides of the common descriptions were reported today, and the large operators and importers are about in the same position as to values as for days past. Nearly all the importers are firm at full maximum prices. Buyers' ideas are about 1c. under. Maximum rates rule for all varieties. More inquiries are noted for dry salted Peruvians which last sold at 25c. for light average hides. There is nothing new in River Plates. Maximum price on B. A. winter hair, 30 per cent. desechos is 34c. and on Cordobas 37c. for 15 per cent. desechos; Montevideos, 15 per cent. desechos are quoted at 35½c.

WET SALTED HIDES.—Cables from the River Plate do not give any fresh sale made to the United States, but tanners are showing much interest in and waiting for alloca-

tion certificates and import licenses which are expected to come forward before long. Last trading in frigorifico steers was at \$52.75 ex plant and cows at \$39.75.

BEST WAY TO HANDLE HIDES.

The present very urgent demand for leather as a war necessity and the increase in price which unscored hides bring on the market emphasizes the importance and even necessity of exercising the utmost care in removing skins from farm animals. By devoting a little extra time necessary in skinning animals carefully—possibly only three to five minutes in taking off the skin of a calf, or fifteen minutes in the case of a beef hide—the value of the hide may be increased several times, say specialists of the United States Department of Agriculture.

The tanner pays more for packers' hides than for those obtained from farmers or country slaughterers. This is due in part to better facilities in the large packinghouses for curing and storage of hides, but principally to the fact that such hides have been taken off properly. Country hides removed by unskilled workmen are often cut and scored. When such hides come from a tannery, scores show very plainly, and in many cases one-half of the thickness of the leather is lost by such defects. Imperfections can be avoided by the careful use of the skinning knife, by keeping the hides clean and free from blood and by proper storage and packing.

The use of the knife, the specialists say, may be avoided in taking off calfskins, except on the head, neck, legs and flanks, as the body skin may be drawn or fisted off. Where the knife is used, the skin should be drawn taught with one hand, while the knife is used with the other, special care being taken to hold the back of the blade close to the skin. In lieu of the knife some butchers use a wooden stick shaped like a man's thumb and employ a knife only on the portions of the body mentioned.

It is objectionable to have blood on the hides, particularly in the summer time, as it is likely to cause the hand to slip from rotting or decomposition when the hides are packed and the placing of otherwise good hides in the No. 2 grade on the market.

Care should be taken to avoid placing any hides in the pack until they are free from animal heat. Allow them to lie folded for from 3 to 5 hours, or sufficiently long to allow the animal heat to get out of them. If this is not done patches of decomposition may result and such hides are often reduced in market value at least a cent or more a pound.

In building up a pack of hides the outer edges should be kept a little higher than the middle, so that the liquid or brine formed by the dissolving of the salt in the natural moisture of the hides may be absorbed by them. If the pack is low on one side, or is built slanting like a shed roof, the brine will seep out, causing the hides to shrink in weight. Use salt that has been screened and is free from large lumps and dirt. Dirty salt will stain the fresh side of hides. One pound of salt to each pound of the hide is the general rule. Hides should remain in pack from 15 to 30 days and stored in cool (60 to 65 degs. Fahr.) cellars from which the outside air is excluded.

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LIVE STOCK MARKETS

CHICAGO

(Special Letter to The National Provisioner from The National Live Stock Commission Co.)

Union Stock Yard, Chicago, Sept. 4.
True to our predictions, choice steers are "inching" up, while medium and low-priced grades are lower. Monday was Labor Day and there was no live stock market in Chicago; consequently on Tuesday we got a two-day supply, which totaled 42,917 cattle, including about 17,000 Westerns. Cattle upwards of \$17.50 sold steady to higher, the improvement being on top-notchers, several loads of finished weighty beefs selling at \$19.10, which is 20c. higher than ever before. Several other loads sold at \$19.00, a fair sprinkling of good to choice steers went from \$18@19, according to weight, quality and fat, but under \$17.50 it was an erratic, unevenly lower market, most of the fair to pretty good killers selling from \$12@15, showing 35@50c. decline, with instances of even more loss, and on Wednesday with 16,000 fresh receipts, 8,000 of which were Westerns, the trade ruled steady to strong on good cattle, while the medium and low-priced kinds were weak and lower if anything than on Tuesday, and many of the lower grades of steers showed fully 50c. loss as compared to the high time a week ago. Good to choice steers will hold up well and probably work a little higher because of their great scarcity, while on the medium and common grades the trade will be influenced from time to time by the receipts of Western rangers.

Canners and cutters, good to choice heavy cows, and the choice grades of heifers have comprised but a small proportion of this week's receipts, and the class of cattle referred to show only 15c@25c. decline, while on the medium to pretty good cows and heifers, which kinds have been in plentiful supply, the trade is off 50c@75c. with extreme instances of \$1.00 loss on the undesirable kinds. Bulls have eased off 25c., while choice vealers are up a quarter with the extreme top \$18.75, and a right good demand prevails for all classes of calves.

A widening in the range of values has characterized the hog trade recently. Choice hogs have gradually moved upwards, while the tendency on the commoner kinds has been toward a slightly lower basis, but the extremely moderate receipts have given sellers the advantage and enabled them to maintain the market at an abnormally high level. Wednesday's trade opened steady to strong on a few choice hogs selling within a range of \$20@20.30 with the extreme top \$20.40, but other kinds were slow from the start and closed weak with a lower tendency, prime heavy and choice mixed grades selling \$19.50@20; good mixed, \$18.75@19.25, and heavy and mixed packing grades, \$18.25@18.75. Thirty days hence we will be entering the old fashioned packing season, and while we expect hogs to sell at very remunerative prices all fall and winter, yet it would be unreasonable to expect the packers to lay away much product with prices on such a high altitude.

Liberal receipts of sheep and lambs have had little effect on the feeder market since the opening of the week. With 31,000 Tuesday, followed by a run estimated at 30,000 on Wednesday, feeding lambs are holding up to the high point of the season, although the killing grades have suffered a decline of 20c. to 35c. per cwt. Receipts include a fair portion of natives, consignments nearly all carrying a large percentage of ram lambs, which owing to their coarseness and heavy weight are selling to a great disadvantage as compared with ewe and wether kinds. Bulk of receipts are, of course, made up of consignments from the Northwest, and although the killing grades on these shipments find ready outlet on slaughtering account, up to this time there seems to be hardly enough of the feeding grades to supply the urgent demand. Prospects, however, indicate increased supplies on toward the last of the month and the "talent" expect to see prices seek a somewhat lower level. Quotations range as follows:

Westerns: Good to choice lambs, \$17.75@18.15; fat yearlings, \$13.50@14; good to choice wethers, \$12.50@13; fat ewes, \$12@12.50; feeding lambs, \$11.20@17.60; feeding yearlings, \$12.75@13.25; feeding wethers, \$11.50@12; yearling breeding ewes, \$17.75@18.25. Natives: Good to choice lambs, \$16.75@17; poor to medium, \$15.50@16.50; culls, \$12@13; yearling wethers, \$13.50@14; good to choice ewes, \$11.50@12; poor to medium, \$10@11; culls, \$5@8; choice young breeding ewes, \$15@16; short-mouthed breeding ewes, \$10@11.50.

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Sept. 3.
For the week ending today our cattle receipts total 39,200, of which 2,600 were Southern. The volume of receipts at this writing is the heaviest of the year. We anticipate, however, that the excessive run will diminish as the effects of the late rains over most of our producing territory makes itself apparent. Already we hear talk of holding back cattle because of an excellent prospect of good fall pasture. There was nothing in the offerings that could be called choice or prime, the top of \$18 being paid on a string of 1,150-lb. Texas fed steers. This incidentally was a notable sale, as it was the highest price ever paid on an open market for Texas cattle. In this lot was another load that brought \$17 and a light load that brought \$16. The market has held to a fully steady basis on good to choice cattle; we mean by this anything selling from \$16.50 up. On the medium and common kinds, and particularly on the latter, the market is unevenly lower, in spots perhaps 50 cents. In butcher cattle there is probably a dollar decline on the light grassy offerings.

Hog receipts were light this week, there being only a little over 35,000 in the count. Prices have attained their highest point in the history of the trade with every indication of their going still higher. Our quotations today are 40c. to 50c. higher than a week ago. The quality of the run shows little change over that of several weeks past. We are receiving some good heavy hogs, but the proportion of them is small. The greater part of the offerings run to light hogs. Today's quotations are: Mixed and butchers, \$19.70@20.35; good heavies, \$20.15@20.35; rough, \$17.75@18.25; light, \$19.85@20.25; pigs, \$14.75@19.25; bulk, \$19.80@20.25.

Sheep receipts for the week are right at 14,000—rather a smaller run than we have been getting for some weeks past. There is a good demand for all the better grades, and they are finding ready sale. We could use many more good muttons than we are receiving. Best lambs are quoted at \$16.75@17. However, very few sold above the \$16.75 mark. Medium grades are moving at \$15.50@16.50; mutton sheep swinging around the \$12 mark, canners and choopers \$5@9. Breeding ewes are quoted at \$13.50@16, with the demand strongest for the best grade.

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Sept. 3, 1918.
Beef steers sold 10@15c. lower, cows and stockers and feeders steady, receipts 23,000 head. Hog supply was 10,000, opening prices 10 to 15 higher, top \$20.40, but the close was weak. Sheep and lambs sold 10@25c. lower, best westerns \$17.50, native \$16.75; receipts, 8,000.

Missouri steers sold at \$18.35 yesterday, and the right kind was worth \$18.50. Grass cattle sold up to \$17 both yesterday and today, one load of these going to a feeder buyer. Middle grades of grass steers sell at \$12.50@15.50, some 913 lb. Oklahomas today at \$12.65; light weight steers, \$9@12; a five-car drove of 879 lb. Oklahomas today

at \$11.65. Oregon steers sold at \$11.50@13 here yesterday, weights 900 to 1,020 lbs. Grass cows range from \$8@12.50, canners, \$6.50@7.25, veals higher this week, up to \$14. It is figured here that beef cattle prices will continue high all fall, even should there be extra heavy runs, in view of increasing army requirements and the fact that there are no government restrictions on domestic meat consumption.

Speculators paid \$20.40 for medium weight hogs early today, and order buyers paid \$20.35 for heavyweights, these prices 10@15c. higher than yesterday. Packers bid no better than steady prices and by waiting an hour or two they got most of their hogs that way, although choicest hogs were sold when they started, packer's top \$20.25. Best light hogs sold at \$20.20, and bulk of all sales ranged from \$19.25@20.25. A great many common hogs are coming to market under the stimulus of the very high prices. Stock pig trade is growing fast here, shipments to the country during August, 22,038 head, the biggest month in this line on record here. Pigs are selling 50 higher today, following a good advance yesterday, sales at \$16.50@18.50.

The best western lambs today sold at \$17.50, as compared with \$17.65 yesterday; natives range from \$16@16.75, and are usually too heavy to be desirable, and not well finished. Fat wethers sell up to \$13.25, six cars of Texas wethers today weighing 92 lbs. at \$11.75, fat ewes \$11.50@12.25, feeding ewes \$8@9.25, a string of Arizona feeding lambs today at \$17.35.

OMAHA

(Special Letter to The National Provisioner.)

Union Stock Yards, Omaha, Sept. 3.
A heavy run of cattle last week, 51,500 head, was responsible for more or less weakness in prices but the general trade was fairly active from start to finish and it was apparent that there was good outlet for both killing and feeding stock. Fully 90 per cent. of the cattle coming to market at this time are western rangers and quality of the offerings has been very good as a rule. Hardly enough native corn fed steers are being offered to afford an adequate test of the market but prime heavy beefs are still quotable up to \$18 or better and yearlings up to \$17.50 or better. Choice heavy grass beefs sold this week at \$13.50@16.50, but bulk of the range cattle are selling at a spread of \$12.50@14.50, and all classes of buyers are taking the heavy beefs freely but discriminating against steers weighing under 1,000 pounds. Cows and heifers have been selling at the highest prices of the season with an apparently unlimited outlet, but this week, with heavy supplies there has been a sharp decline. In fact, beef steers are off fully 25@50c., as compared with the best time last week, and cows and heifers are off 50c@1. Bulk of the she stock is selling around \$8.50@9.50, and canners as low as \$6.50@7.50.

Liberal hog receipts have featured the market of late, 46,000 head last week, but prices have been working towards higher levels and the hogs are selling at higher prices than ever before paid at this point. Both packers and shipping buyers continue to favor the light and butcher weight hogs, while they discriminate sharply against rough heavy and packing hogs. With about 8,000 hogs here today prices ruled steady to a dime higher, a new top of \$19.75 was registered as against a top of \$19.35 last Tuesday, and bulk of the trading was at \$19@19.25, as against \$18.50@18.80 a week ago.

Sheep and lambs are coming to market more liberally than usual for this time of the year, 135,000 head last week, and prices have held up fairly well on both fat stock and feeder grades. Demand from packers appears to be fairly healthy, but the principal prop under the market is the call for feeder grades and fully three-quarters of the receipts are sold and go back to the country. Fat lambs are quoted at \$16.75@17.25, with feeder grades up to \$17.50. Yearlings sell at \$12.50@13.25 and ewes at \$10.50@11.25.

THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, September 6, 1918.—Market irregular; prime Western, \$27.60@17.70; Middle West, \$27.15@27.25; city steam, \$27; refined Continent, \$28.50; South American, \$28.90; Brazil, kegs, \$29.90; compound, 22½¢@23¼¢, all nominal.

Marseilles Oils.

Marseilles, September 6, 1918.—Copra fabrique, 377 fr.; copra edible, — fr.; peanut fabrique, 423 fr.; peanut edible, — fr.

Liverpool Produce Market.

Liverpool, September 6, 1918.—(By Cable.)—Beef, extra Indian mess, not quoted; pork, prime mess, not quoted; shoulders, square, 142s.; New York, 139s. 3d.; picnic, 119s.; hams, long, 169s. 9d.; American cut, 167s.; bacon, Cumberland cut, 150s.; long clear, 150s.; short back, 150s.; bellies, 200s. Lard, spot prime, 154s. 6d.; American refined, 28-lb. box, 156s. 3d. Lard (Hamburg), nom. Tallow, prime city, not quoted. New York City specials not quoted. Cheese, Canadian finest, white new, 130s. 6d. Tallow, Australian (at London), 74s.

FRIDAY'S CLOSINGS.

Provisions.

There has been a little selling of the list because of its failure to respond to higher hog prices.

Tallow.

There is a firm tone with city specials at 18½¢ loose.

Oleo Stearine.

The market is quiet and steady at 20½¢.

Cottonseed Oil.

There is only a small business passing in crude oil.

FRIDAY'S LIVESTOCK MARKETS.

Chicago, September 6.—Hog receipts estimated, 13,000. Left over, 6,990. Mostly 5c. lower. Choice \$20. Cattle receipts, 7,500; sheep, 16,000.

Buffalo, September 6.—Hogs steady; on sale, 1,600, at \$20.75@21.

Kansas City, September 6.—Hogs lower, at \$18.30@20.10.

St. Joseph, September 6.—Hogs slow, at \$18.75@20.10.

Louisville, September 6.—Hogs 5c. lower, at \$19.55@19.80.

Sioux City, September 6.—Hogs easier, at \$18.70@19.45.

Indianapolis, September 6.—Hogs lower, at \$19.70@20.45.

Omaha, September 6.—Hogs lower, at \$18.65@19.25.

Cudahy, September 6.—Hogs, no market.

Detroit, September 6.—Hogs steady, at \$19.75@20.25.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to September 6, 1918, show exports from that country were as follows: To England, 9,515 quarters; to the Continent, nothing. On orders, 82,264 quarters. The previous week's exports were as follows: To England, 36,083 quarters; to the Continent, 159,317 quarters; on orders, 14,588 quarters.

THE FOURTH LIBERTY LOAN.

It is announced by the Secretary of the Treasury that the Fourth Liberty Loan campaign will commence on Saturday, September 28, and conclude on Saturday, October 19. We must pledge several billions for this loan. Get ready for the drive!

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending August 31, 1918:

CATTLE.

Chicago	57,650
Kansas City	46,317
Omaha	30,145
East St. Louis	30,000
St. Joseph	15,142
Cudahy	647
Sioux City	2,574
South St. Paul	11,272
Fort Worth	21,726
New York and Jersey City	10,070
Philadelphia	2,174
Oklahoma City	12,555

HOGS.

Chicago	76,448
Kansas City	36,486
Omaha	29,092
East St. Louis	34,000
St. Joseph	23,327
Cudahy	17,463
Sioux City	17,528
Cedar Rapids	5,792
Ottumwa	6,148
South St. Paul	6,917
Fort Worth	7,104
New York and Jersey City	15,318
Philadelphia	8,293
Oklahoma City	9,509

SHEEP.

Chicago	87,414
Kansas City	14,812
Omaha	33,863
East St. Louis	12,000
St. Joseph	10,392
Cudahy	181
Sioux City	3,915
South St. Paul	2,703
Fort Worth	5,822
New York and Jersey City	33,483
Philadelphia	4,105
Oklahoma City	611

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, August 31, 1918, are reported as follows:

Chicago.

	Cattle.	Hogs.	Sheep.
Armour & Co.	9,954	12,300	26,992
Swift & Co.	7,993	8,800	28,142
Morris & Co.	8,256	5,600	12,877
Wilson & Co.	8,311	5,100	12,823
G. H. Hammond Co.	5,045	5,400	...
Anglo-Amer. Provision Co.	881	4,600	...
Libby, McNeill & Libby	4,639	...	...

Western Packing & Provision Co., 4,800 hogs; Boyd, Lunham & Co., 4,300 hogs; Independent Packing Co., 4,900 hogs; Brennan Packing Co., 3,700 hogs; Miller & Hart, 3,200 hogs; Roberts & Onke, 3,300 hogs; others, 6,200 hogs.

Omaha.*

	Cattle.	Hogs.	Sheep.
Morris & Co.	4,135	4,043	4,500
Swift & Co.	10,639	6,575	8,998
Cudahy Packing Co.	6,595	7,522	10,619
Armour & Co.	7,709	6,062	10,972
Swartz & Co.	...	4,675	...
J. W. Murphy	...	9,633	...

Lincoln Packing Co., 305 cattle; Wilson Packing Co., 568 cattle; South Omaha Packing Co., 93 cattle.

St. Louis.*

	Cattle.	Hogs.	Sheep.
Morris & Co.	2,377	4,478	3,512
Swift & Co.	3,754	6,177	4,614
Armour & Co.	2,558	2,386	4,603
East Side Packing Co.	...	1,607	...
Independent Packing Co.	341	...	...
Sartorius Provision Co.	...	228	...
Carondelet Packing Co.	...	235	...
American Packing Co.	...	355	...
Krey Packing Co.	...	2,258	...
J. H. Belz Provision Co.	...	781	...
Hell Packing Co.	...	895	...
St. Louis Dressed Beef Co.	538	...	...

*Incomplete.

RECEIPTS AT CENTERS

SATURDAY, AUGUST 31, 1918.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	5,000	3,500
Kansas City	1,000	1,400	1,000
Omaha	1,200	7,500	100
St. Louis	1,500	2,800	500
St. Joseph	1,000	2,500	200
Sioux City	400	4,500	5,200
St. Paul	4,300	700	1,000
Oklahoma City	450	300	...
Fort Worth	2,900	600	200
Denver	1,200	150	...
Louisville	400	1,700	1,300
Wichita	100	500	...
Pittsburgh	...	2,500	300
Cleveland	100	1,000	400
Nashville	100	1,000	100
Portland	276	494	1,142
New York	835	2,040	2,640

MONDAY, SEPTEMBER 2, 1918.

Chicago	39,000	35,000	31,000
Kansas City	26,000	10,000	5,000
Omaha	17,000	8,500	30,000
St. Louis	16,000	14,000	4,000
St. Joseph	2,500	3,500	3,700
Oklahoma City	7,000	2,500	400
Fort Worth	7,500	1,200	50
Wichita	6,000	2,250	50
Cincinnati	6,000	8,000	1,300
Buffalo	450	2,000	600
New York	3,880	4,290	10,170

TUESDAY, SEPTEMBER 3, 1918.

Chicago	39,000	36,322	31,000
Kansas City	23,000	16,836	9,000
Omaha	17,700	9,117	41,000
St. Louis	13,800	31,567	3,900
St. Joseph	2,700	3,000	4,200
Sioux City	1,500	4,000	700
St. Paul	3,200	2,000	1,000
Louisville	200	1,000	200
Wichita	...	742	...
Indianapolis	250	2,447	100
Pittsburgh	...	8,000	...
Cincinnati	3,400	6,151	2,800
Buffalo	375	3,500	2,000
Cleveland	40	1,000	400
Nashville	200	1,000	100
New York	675	1,875	5,290

WEDNESDAY, SEPTEMBER 4, 1918.

Chicago	16,000	14,122	31,000
Kansas City	15,000	10,227	10,000
Omaha	...	8,813	...
St. Louis	8,800	14,513	3,000
St. Joseph	...	9,000	...
Sioux City	...	8,000	...
St. Paul	...	2,000	...
Louisville	...	800	...
Detroit	...	1,100	...
Indianapolis	...	6,000	...
Cincinnati	900	4,000	2,000
Buffalo	200	1,300	1,400
Cleveland	...	1,000	...
New York	1,775	2,070	8,050

THURSDAY, SEPTEMBER 5, 1918.

Chicago	16,000	21,000	23,000
Kansas City	7,000	6,000	7,000
Omaha	6,500	6,500	25,000
St. Louis	5,000	7,500	2,000
St. Joseph	3,500	6,300	3,000
Sioux City	2,000	6,700	2,750
St. Paul	...	3,000	...
Oklahoma City	1,200	1,500	...
Detroit	...	1,220	...
Wichita	...	1,329	...
Indianapolis	...	4,000	...
Cincinnati	800	3,800	2,000
Buffalo	125	1,100	400
Cleveland	...	2,000	...
New York	655	1,920	6,030

FRIDAY, SEPTEMBER 6, 1918.

Chicago	13,000	7,000	16,000
Kansas City	2,500	5,000	5,000
Omaha	2,500	6,500	10,000
St. Louis	4,500	7,500	600
St. Joseph	1,600	2,900	600
Sioux City	2,500	3,700	2,400
St. Paul	2,300	2,200	6,200
Oklahoma City	1,500	1,200	150
Fort Worth	2,500	800	200
Indianapolis	800	6,000	750
Denver	1,700	200	5,100

NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO SEPTEMBER 2, 1918.

	Cattle.	Calves.	Sheep.	Hogs.
Jersey City	7,464	2,231	32,116	5,163
New York	2,606	3,955	1,367	10,153
Totals	10,070	6,186	33,483	15,318
Totals last week	10,660	5,756	33,897	14,742

Watch Page 48 for Business Chances

ICE AND REFRIGERATION

NEW CORPORATIONS.

Port Neches, Tex.—The Port Neches Ice Co. has been incorporated by John Ward, Jr., R. C. McFarlane and Eva M. Ward. Capital stock, \$25,000.

Huntington, W. Va.—John P. Drown, H. W. Sayne and others have incorporated the Huntington Dairy Products Co. with a capital stock of \$5,000.

ICE NOTES.

Forsyth, Ga.—The city contemplates the building of an ice plant. Address the Mayor.

Rocky Mount, Va.—Ice and cold storage plant will be installed by the Farmers' Mercantile Co.

Miami, Fla.—An addition to the ice plant of the Southern Utilities Co. will be erected at a cost of \$10,000.

Jackson, Ga.—The building of an ice plant is contemplated by W. E. Merck, superintendent of the water and light plant.

Jacksonville, Fla.—The ordering of an election to vote on the construction of an ice plant is contemplated by the City Commissioners.

Vancouver, Wash.—Fire destroyed the plant of the Vancouver Ice & Coal Company, entailing loss of \$20,000. Partially covered by insurance.

Hartford, Conn.—Fire of unknown origin destroyed flooring of refrigerator in the Eastern Provision Company's store at corner of State and Front street.

Stithon, Ky.—Refrigerating plant will be installed by the War Department, Washington, D. C., in connection with the construction of a cantonment at this point.

Curtis May, Md.—Contract has been let by the Baltimore & Ohio R. R. for the erection of an icing plant in Curtis Bay section to be one story and of concrete construction.

Moultrie, Ga.—H. H. Rothe and C. L. Brooks have organized the Moultrie Creamery & Produce Co., purchased the Moultrie

Creamery and will improve and enlarge. Cold storage equipment will be installed.

Kansas City, Mo.—A one-story and basement fireproof building will be erected by the American Butter Co., 540 Walnut street, at a cost of \$25,000. A 25-ton ice machine will be installed. J. S. Carpenter president.

Wallace, Idaho.—Fire started on roof of creamery building and completely destroyed plant of the City Dairy, located up canyon two miles east of Wallace. Loss estimated at \$40,000.

Chicago, Ill.—Plans are being prepared for the erection of a nine-story cooler and storage building on Packers avenue and 44th street, to cost \$1,500,000, by Armour & Company. It will be of brick and concrete construction.

Mount Joy, Pa.—Mount Joy creamery plant, an auxiliary plant of Hershey Chocolate Company, was completely destroyed by fire with products intended for foreign shipment. Origin mysterious; several explosions preceded fire. Loss about \$30,000.

Waco, Tex.—Plans for the erection of an ice storage house, 100 x 62 feet, height 50 feet, capacity 6,000 tons, brick, concrete, cork and reinforced steel construction; cost \$80,000 to \$100,000, are being prepared for the Geyser Ice Co., of which G. H. Luedde is manager.

NEW COLD STORAGE REGULATIONS.

Revised cold storage regulations issued by the Federal Food Administration call special attention to the changes in Rule 6, which now reads as follows:

Rule 6. Certain Commodities to be Marked.—For the purpose of this rule "marked" shall also mean "stamped" or "tagged."

The marking required below shall be placed on each article or container that is offered separately for storage; provided that when articles of the designated foodstuffs not in containers are stored in bulk, for example, in stacks or piles, and it is found impracticable to mark each article, then the required marking may be made upon a placard upon or adjacent to the bulk mass of articles. When such articles are removed from cold storage, they shall immediately be placed in appropriate containers, which shall be marked as required below. Said markings must be plainly legible, and in letters and figures not less than three-eighths of an inch in height, and the ink

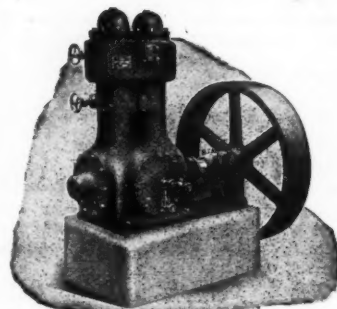
used must be of a permanent character. Recognized abbreviations only will be accepted. When any of the specified food products are transferred from one container to another, all the data required herein to be placed on the original container shall be placed on the container to which the food products are transferred.

The licensee shall plainly mark any fresh meat, fresh meat products, fresh fish, poultry, eggs, or butter, as follows:

(a) If stored by any cold storage warehouseman before November 1, 1917, they shall be marked with the words, "Cold storage" before delivery from the warehouse.

(b) If stored by a public cold storage warehouseman or a combined public and private cold storage warehouseman as a public cold storage warehouseman after November 1, 1917, they shall be marked when received by the licensee with the words

Food Conservation



The use of Mechanical Refrigeration for the preservation of Food Products of all kinds, is strongly impressed upon us at this time.

From a business standpoint, however, it is as important to prevent spoilage in times of peace as it is in times of war. The slightest deterioration means a loss of profit, and probably the loss of a customer.

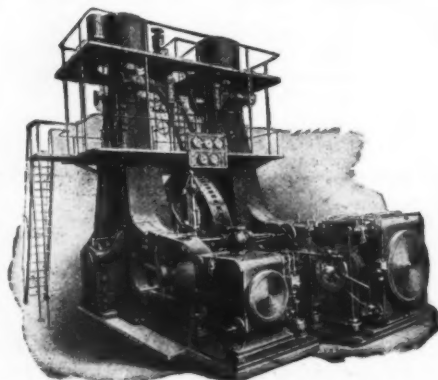
You can safeguard your business against such losses by using a York Mechanical Refrigerating Plant. Our Refrigerating Experts will gladly assist you in selecting the plant best suited for your particular needs.

This is simply a matter of good business—Write us.

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BOSTON—G. W. Goerner, 40 Central St.
BUFFALO—Keystone Warehouse Co.
CLEVELAND—General Cartage & Storage Co.
DETROIT—Newman Bros., Inc.
JACKSONVILLE—St. Elmo W. Acosta.

NEWARK—American Oil & Supply Co.
NEW YORK—Roessler & Hasselacher Chemical Co., 100 William St.
NORFOLK—Henry Bower Chemical Mfg. Co., Agency, Cor. Front and First Sts.
PHILADELPHIA—Henry Bower Chemical Mfg. Co.

PITTSBURGH—Penna. Transfer Company, Duquesne Freight Station.
PROVIDENCE—Rhode Island Warehouse Co.
RICHMOND—Bowman Transfer & Stge. Co.
ROCHESTER—Rochester Carting Co.
TOLEDO—Moreton Truck & Storage Co.
WASHINGTON—Littlefield, Alvord & Co.

"Cold storage," the date of receipt, the name of the warehouse, and the State wherein located, and when removed they shall be marked with the date they are delivered from the warehouse.

(c) If stored by a private cold storage warehouseman or by a combined public and private cold storage warehouseman as a private cold storage warehouseman after November 1, 1917, and (1) if they are transferred to another cold storage warehouse within 30 days after receipt, or (2) are held 30 days or more in the warehouse where originally stored, or (3) if they are transferred to another cold storage warehouse and are held any length of time therein, they shall be marked with all the data prescribed in paragraph (b) above.

No mark, stamp, or tag required by this rule shall be removed or erased unless the goods are delivered from the warehouse where originally stored within 30 days after receipt and are not again put into a cold storage warehouse.

NOTES.—(1) The above rule must be complied with by a licensee who receives commodities for storage that have already been in cold storage, as well as by a licensee who originally receives the commodities for storage.

(2) Attention is called to the following

regulations governing dealers in butter, poultry, eggs, fresh or frozen fish, fresh meats and fresh-meat products:

"No licensee shall sell or offer for sale fresh meat, fresh-meat products, fresh or frozen fish, poultry, eggs or butter which have been held for a period of 30 days or over in a cold storage warehouse unless such commodities are plainly marked, stamped, or tagged, either upon the container wherein packed or upon the article of food itself, with the words 'Cold storage.' The licensee shall keep such mark, stamp, or tag in plain view, and shall not represent or advertise as fresh any such commodities; and if he is a retailer, shall display a placard plainly and conspicuously marked 'Cold storage goods' on the bulk mass or articles of food. Any invoice or bill rendered for such goods shall clearly describe the commodities, using the words 'Cold storage goods.'

"No licensee shall remove or erase, or permit to be removed or erased, any mark, stamp or tag bearing the words 'Cold storage,' or other words required by the regulations to be placed on any food commodities or upon the containers wherein they are packed, unless the commodities so marked, stamped, or tagged were delivered from the cold storage warehouse where originally stored within 30

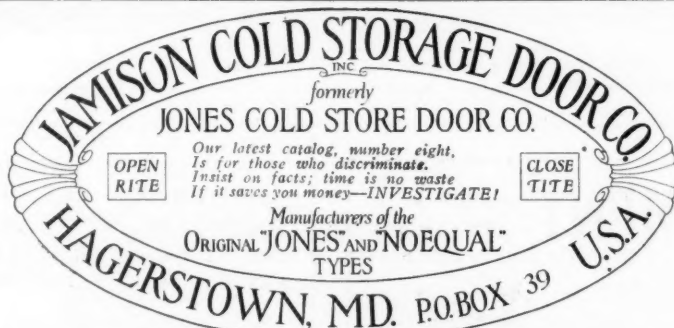
days after they were stored and were not again put into a cold storage warehouse. When any food commodities are transferred from a container bearing the words 'Cold storage,' or such food commodities are divided into smaller lots or units, the words 'Cold storage' shall be plainly and conspicuously marked upon the containers, cartons, packages or wrappers to which they are transferred."

(3) The time during which food commodities are carried under refrigeration in the process of manufacture is not to be included in calculating the time in which such commodities are or have been kept in cold storage.

FOOD OFFICIALS ELECT OFFICERS.

The Association of American Dairy, Food and Drug Officials concluded its annual convention at Chicago last week with the election of the following officers for the ensuing year: President, Benjamin L. Purcell, of Virginia. Vice-presidents, James Sorrensen, of Minnesota; E. L. Barnhouse, of Missouri, and Thomas Holt, of Connecticut. Executive committee, Dr. E. F. Ladd, of North Dakota; Dr. Guy G. Frary, of South Dakota, and Geo. L. Flanders, of New York. Treasurer, George J. Weigel, of Wisconsin. Secretary, John B. Newman, of Illinois. Committee on co-operation, Dr. J. S. Abbott, of Washington, D. C.; Fred L. Woodworth, of Michigan, and Captain R. E. Rose, of Florida.

The organization made a radical departure in deciding to take in city members, giving one vote to all city representatives of a state collectively, and retaining for all state and federal officials as a unit the usual three votes. It was also recommended that states organize local associations of city and state food officials subsidiary to the national body.



NATIONAL AMMONIA

Serving Our NAVY!

Serving Our ARMY!

Serving OUR BOYS "Over There"!

Serving the PUBLIC WELFARE Over Here!

Under agreement with our Government to endure until peace with Germany is proclaimed.

The distribution of a limited Ammonia supply is regulated by our Food Administration to make it meet the essential needs of our Sailors and Soldiers, and our Civil Population.

We solicit the Patriotic Cooperation of our customers in performing a public duty, and put at your disposal our resources to the fullest extent you and ourselves can make them reach.

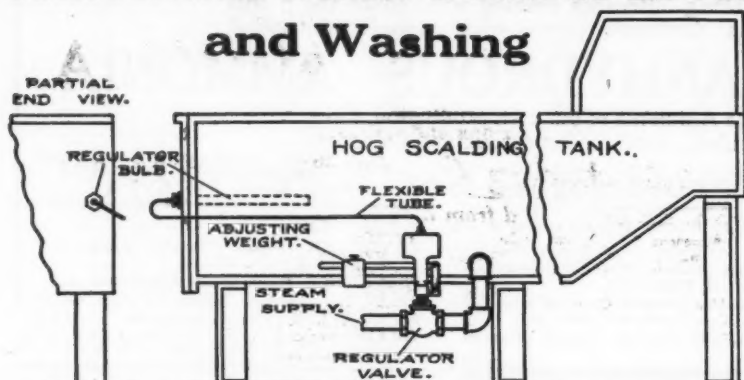
THE NATIONAL AMMONIA COMPANY

ST. LOUIS

PHILADELPHIA

NEW YORK

Automatic Heat Control in Hog Scalding and Washing



THE POWERS REGULATOR COMPANY

944 Architects Bldg., New York. 2153 Mallers Bldg., Chicago. 375 The Federal Street Bldg., Boston.
Canadian Powers Regulator Co., Ltd., Toronto, Ont.

A thermostatic controller affords the only sure way to keep water properly hot in hog scalding tanks. Personal attention is irregular, and unnecessarily expensive.

Ask for Bulletin 139, and get full particulars.

If you have any other problem in heat control, put it up to us. Our thirty years of experience are at your service.



Powers No. 11 Regulator Simple, Automatic. Entirely self-contained. Absolutely reliable.

THE SMITH DRYER

SINGLE CYLINDER

MADE IN 4 SIZES

3-Ft. (Diameter) 3-Ft. 6" (Diameter) 4-Ft. (Diameter) 5-Ft. (Diameter)

ARRANGED FOR CHARGING FROM FLOOR WHERE DRYER SETS OR FROM FLOOR ABOVE CHARGING AND DISCHARGE OPENING IN HEADS.

IN USE BY ALL LEADING PACKING HOUSES AND ABATTOIRS THROUGHOUT U. S. AND EUROPE.

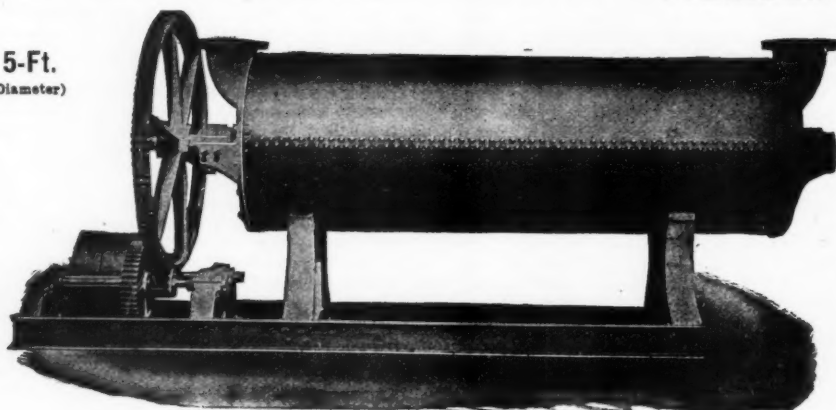
BUILDERS OF DRYERS FOR 40 YEARS.

RENDERING TANKS, LARD COOLERS, OLEO KETTLES, ETC.

Send for Prices

THEODORE SMITH & SONS' COMPANY

Foot of Essex St., JERSEY CITY, N. J.



SMITH COMPOUND GEARED DRIVE

Reduces Horse Power to Operate and Insures an Easy Running Machine

USE DOERING EQUIPMENT FOR A UNIFORM PRODUCT

Our Churns,
Melters,
Blenders, etc.

are Standard in the
up-to-date Margarine Plant.

For particulars write

C. DOERING & SON Inc.
1375 W. Lake St. Chicago, Ill.



THE ROAD TO BERLIN BEGINS IN AMERICA

AS a truck manufacturer, in nation-wide contact with all phases of motor truck transportation, this company sees a grave menace to the American public through the lack of well-constructed roads.

With the industrial machinery of America harnessed for war and depending upon motor trucks for a constant flow of materials, the failure to maintain existing roads, or to build them of lasting construction, delaying the movement of war supplies, is a national peril equivalent to giving aid to the enemy.

War's ramifications reach every city and hamlet. The "peace road" of today may become a "war road" tomorrow. After the war it again becomes a "peace road" whose strength must be equal to a tremendous highway traffic. It is imperative, therefore, that we build permanent roads capable of standing heavy traffic and they must be built from state line to state line to connect all centers of production and population.

Railroads Cannot Carry the Load

War has added enormously to peace traffic. Highways must relieve the railroads and highways *cannot* unless they are built to endure heavy trucking.

Last winter, more factories would have shut down for lack of coal, large cities would have suffered from food famine, and war exports would have been retarded, if motor

trucks had not been able to operate from country to city, from inland to seaboard. But, *all* of this assistance was *limited* by the scarcity of good roads.

No Use to Produce Unless You Can Transport

The transport arteries of the nation *must* be kept open. That is a war essential. The 400,000 motor trucks in this country will not suffice unless each renders the utmost service. Trucks must run faster; carry heavier loads and, wherever possible, return loads. They must consume less fuel; they must use fewer men; *they must keep going* performances which are *limited* by road conditions.

"Work or Fight"

This applies to machinery even more than it does to men, because machinery multiplies men. A wide expansion of truck service on our highways would release armies of men who could be better employed.

Permanent Roads, not temporary repairs, are needed. We have two million miles of road and only one percent of them are permanently improved. Think of it!

As far as money, men and material can be had, road construction should proceed at top speed. What is done this summer will help to feed our people next winter and *keep industry going*.

THE WHITE COMPANY, *Cleveland*

Chicago Section

Attend the convention this year and have a good time and a profitable one.

The Dinner Committee, led by John Agar, proposes to make it worth while—well worth while.

Board of Trade memberships are selling around \$5.250 net to the buyer. Takers predominate.

Armour & Company will build at 44th and Packers avenue a cold storage plant to cost about \$1,500,000.

No matter where they come from, after they have boarded with Uncle Sam awhile they all let alike and together. Wot?

Jack Hall, as chairman of the convention Reception Committee, is out-Halling himself. You are in for "some reception," fellers!

The John Agar Company is building a big concrete addition and the Wm. Davies Co. a large cold storage house at 40th and Emerald streets.

Swift & Company will build at 42nd and Cook streets a manufacturing building and cold storage house to cost respectively about \$30,000 and \$400,000.

The public is beginning to realize that the packer as a profiteer is in his infancy compared to the real profiteers, and any bone-head knows who they are.

THE STADLER ENGINEERING CO.
ARCHITECTS AND ENGINEERS
Specialties:
PACKING HOUSES, ABATTOIRS, GARBAGE
REDUCTION PLANTS and COLD
STORAGE WAREHOUSES.
327 So. La Salle St. Chicago, Ill.

J. B. ZIEGLER & CO.
Greases, Tallows, Oils
Stearines
Tankage, Bones, Hoghair
Consignments Solicited
WEBSTER BLDG., CHICAGO

Swift & Company's sales of beef in Chicago for the week ending Saturday, August 31, 1918, averaged for domestic beef, 18.18 cents per pound.

And the politician stalketh abroad in the land, stirring up petty prejudices, both home and foreign grown that he may profit thereby. Can a more contemptible profiteer be found in any capacity?

J. A. White, district manager for the Baker Packing Co., could make a wooden Indian believe in "Delicia" canned meats. Lots of milk in that old cocoanut, but why the hairy exterior?

Of some old gazump of the day an ancient scribe wrote: "And he fared sumptuously every day." "And that very thing is just the trouble with the average American of today," says the 20th century medico.

Possibly it will dawn on the All Highest that we don't want and will not accept a "made in Germany" peace. It is to be "made in the U. S.," as will a whole lot of other wholesome "good for everybody all over the world" things in the future.

Thomas E. Wilson's six-horse gelding Clydesdale team won all prizes in every contest entered at the Des Moines, Iowa, State fair, last week. College Prince, an Iowa-bred horse, won the R. B. Ogilvie silver cup, as well as the grand champion ribbon for the best horse shown. The new team of Wilson & Co. is considered to be worth \$100,000 as a team. It has taken more than two years to gather this team together, and it represents the effort of a number of horse experts who have traveled over the country to match up horses.

H. P. Henschien R. J. McLaren
HENSCHEN & McLAREN
Architects
Old Colony Bldg. Chicago, Ill.
PACKING PLANTS AND COLD STORAGE
CONSTRUCTION.

PACKERS ARCHITECTURAL & ENGINEERING CO.
WM. H. KNEHANS, Chief Engineer
ABATTOIR PACKING & COLD STORAGE PLANTS
Manhattan Building, Chicago Ill. Cable Address, Pacapco

The Corn Belt Packing Co. of Dubuque, Ia., has awarded the contract for the greater part of its machinery and equipment, amounting to over \$25,000, to the Packers' Machinery & Equipment Company, Chicago. The plant is of the latest design, embodying all government requirements. It will be a model plant from a sanitary and practical viewpoint when completed.

Manager McCue, who has had many years experience in all branches of the business, is taking a very active part in the erection work, and is co-operating with Messrs. Gardner & Lindberg, the architects and engineers. He can be found on the ground from early morning until late evening, which means that the Corn Belt Packing Co. has started off from the beginning with the proper "punch" and business spirit, and ought to meet with big success.

CIRCULATION IN COOLERS.

(Continued from page 18.)

a puzzle to him. The arrows on the sketch indicate why this condensation formed, and the cause of it. Instead of running the track beams, which also act as support for the ice pan, with the cold air wave, he had them run the wrong way, obstructing the free travel of the cold air. And naturally the cold air would stick there and form condensation. This is illustrated by the arrows in the drawing.

Sketch "C" illustrates the correct method of air circulation in comparison with the method as shown on sketch "B." The track beams run with the circulation, allowing a free passage of cold air.

H. C. GARDNER F. A. LINDBERG
GARDNER & LINDBERG
ENGINEERS
Mechanical, Electrical, Architectural
Specialties: Packing Plants, Cold Storage,
Manufacturing Plants, Power Installations,
Investigations.
1134 Marquette Bldg. CHICAGO

CHEMICAL & ENGINEERING CO.
Expert Assistance
CHEMISTS BACTERIOLOGISTS
Chemical control of Packing Plants. Yearly
contracts solicited.
431 SO. DEARBORN ST. CHICAGO, ILL.

**INSULATION
MUST BE GOOD TO OBTAIN
SATISFACTORY RESULTS**

"AND YOU CAN'T BEAT CORK!"

THAS A FACK!—BRACK an MACK

OUR BOOKLET WILL INTEREST YOU

WRITE
US!

THE UNION INSULATING CO., Great Northern Building, CHICAGO

ANHYDROUS SUPREME AMMONIA

"EVERY OUNCE ENERGIZES"
NH₃

Used by most of the leading packers throughout the United States.

SUPREME means pure, dry, highest quality anhydrous ammonia.

Less power and less coal = less expense.

Better refrigeration and more satisfaction = greater efficiency.

All parties desiring to use our Supreme Brand Anhydrous Ammonia for the purpose of food preservation and ice making should write us at once asking that their names be placed on the 1918 list.

MORRIS & COMPANY

Chicago, Union Stock Yards

Established 1877
W. G. PRESS & CO.
175 W. Jackson Bl'vd, Chicago
PORK, LARD, SHORTRIBS
For Future Delivery
GRAIN Correspondence Solicited **STOCKS**

WORTHEN, TROTT & SULLIVAN 200 Produce Exchange
New York, N. Y.
successors to M. FRANKFORT, established 1884
BROKERS AND COMMISSION MERCHANTS
OLEO OIL—OLEO STOCK—NEUTRAL LARD—COTTON OIL—OLEO STEARINE
COCOANUT OIL
United States Food Administration License Number G-82091

John Agar Co.
Union Stock Yards CHICAGO, ILL.
Packers and Commission Slaughterers
Beef, Pork and Mutton
Members of the American Meat
Packers' Association

CHICAGO PACKING COMPANY
Beef and Pork Packers
Boneless Beef Cuts
Sausage Materials
Commission Slaughterers
U. S. GOVERNMENT INSPECTION
Correspondence Solicited
UNION STOCK YARDS
CHICAGO

BONE CRUSHERS



WILLIAMS

Williams Bone Crushers and Grinders are not alone suitable for grinding bone for fertilizer purposes, they are also suitable for crushing bone for glue and case hardening purposes. Every packer having to dispose of his bone whether Green, Raw, or Junk and Steamed bone, will do well to get in touch with Williams.

Williams machines are also suitable for Tankage, Cracklings, Beef Scrap, Oyster and Clam Shells, and any other material found around the packing plant requiring crushing or grinding.

Send for catalog No. 9

THE WILLIAMS PAT. CRUSHER & PULVERIZER CO.

Works:
ST. LOUIS

General Sales Dept., Old Colony Bldg.

CHICAGO

67 Second St.
SAN FRANCISCO

Watch Page 48 for Business Chances

CHICAGO LIVE STOCK

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Aug. 26.....	22,971	2,324	29,425	29,000
Tuesday, Aug. 27.....	13,528	2,099	16,336	27,286
Wednesday, Aug. 28.....	13,379	1,014	9,386	25,712
Thursday, Aug. 29.....	14,448	2,221	15,332	24,406
Friday, Aug. 30.....	5,736	716	9,909	18,121
Saturday, Aug. 31.....	3,000	100	5,000	1,000
Total for week.....	75,062	8,474	85,388	128,624
Previous week.....	55,910	6,470	92,821	111,628
Year ago.....	67,480	8,684	84,045	51,443
Two years ago.....	67,771	7,695	102,543	107,928

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Aug. 26.....	3,220	215	3,515	1,885
Tuesday, Aug. 27.....	3,498	228	2,469	8,676
Wednesday, Aug. 28.....	3,456	176	2,354	7,027
Thursday, Aug. 29.....	3,212	173	2,328	9,615
Friday, Aug. 30.....	3,295	44	2,461	10,231
Saturday, Aug. 31.....	300	50	1,000	3,000
Total for week.....	17,092	896	14,107	40,434
Previous week.....	15,404	393	10,420	33,916
Year ago.....	12,905	541	8,200	11,638
Two years ago.....	14,950	472	17,118	31,837

TOTALS FOR YEAR TO DATE.

	1918.	1917.
Cattle.....	2,201,316	1,777,644
Hogs.....	5,731,183	4,987,656
Sheep.....	2,290,735	2,084,797
Combined receipts at eleven points:		
Week ending Aug. 31, 1918.....	374,000	354,000
Previous week.....	354,000	329,000
Cor. week, 1917.....	169,000	169,000
Cor. week, 1916.....	487,000	487,000
Total year to date.....	20,626,000	18,089,000
Same period, 1917.....	20,374,000	17,896,000
Same period, 1916.....	17,896,000	17,896,000
Combined receipts at seven points for 1917 to August 31, 1918, and the same period a year ago:		
Cattle.....	305,000	295,000
Hogs.....	212,000	222,000
Sheep.....	253,000	207,000
1917.....	245,000	388,000
1916.....	198,000	254,000
1915.....	307,000	307,000

TOTALS FOR YEAR TO DATE.

	1918.	1917.
Cattle.....	7,285,000	5,944,000
Hogs.....	6,116,000	5,094,000
Sheep.....	5,160,000	4,475,000

CHICAGO PACKERS' HOG SLAUGHTER.

	1918.	1917.
Armour & Co.....	12,300	12,300
Anglo-American.....	4,600	4,600
Swift & Company.....	8,800	8,800
Hammond Co.....	5,400	5,400
Morris & Co.....	5,000	5,000
Wilson & Co.....	4,300	4,300
Boyd-Latham.....	4,800	4,800
Western Packing Co.....	3,300	3,300
Roberts & Onke.....	3,200	3,200
Miller & Hart.....	4,900	4,900
Independent Packing Co.....	3,700	3,700
Brennan Packing Co.....	6,200	6,200
Others.....	72,300	72,300
Totals.....	147,300	147,300
Previous week.....	31,500	31,500
Year ago.....	31,500	31,500

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$16.00	\$19.00	\$12.25	\$17.65
Previous week.....	15.60	19.05	12.75	17.75
Cor. week, 1917.....	12.90	17.50	10.25	17.00
Cor. week, 1916.....	9.85	10.80	7.10	10.50
Cor. week, 1915.....	9.10	7.05	5.75	8.90
Cor. week, 1914.....	9.25	9.20	5.00	7.40
Cor. week, 1913.....	8.30	8.60	4.25	7.30
Cor. week, 1912.....	8.25	8.34	4.10	6.80
Cor. week, 1911.....	7.10	7.11	3.60	5.60
Cor. week, 1910.....	6.91	9.12	4.25	6.75

CATTLE.

Choice to fancy steers.....	\$18.00@19.00
Good to choice steers.....	16.75@18.00
Plain to good steers.....	10.50@16.80
Yearlings, fair to choice.....	12.50@18.50
Stockers and feeders.....	7.75@13.50
Good to prime cows.....	8.25@13.00
Fair to prime heifers.....	9.00@14.75
Fair to good cows.....	7.50@9.00

Canners.....	6.50@7.20
Cutters.....	7.15@7.50
Bologna hogs.....	8.25@9.40
Hutcher hogs.....	9.25@12.75
Heavy calves.....	7.50@13.75
Veal calves.....	17.00@18.50

HOGS.

Fair to good light.....	\$19.80@20.25
Choice to light butchers.....	20.10@20.35
Medium weight butchers, 225-280 lbs.....	19.95@20.35
Heavy weight butchers, 270-350 lbs.....	19.60@20.05
Choice packers.....	18.50@19.20
Good heavy packing.....	17.85@18.55
Phys. fair to good.....	16.50@19.00
Stags (subject to 70 lbs. dockage).....	17.50@18.50

SHEEP.

Western lambs.....	\$17.50@18.15
Native lambs, good to choice.....	16.25@17.25
Yearlings.....	14.00@15.50
Wethers, good to choice.....	12.00@13.00
Ewes, fair to choice.....	11.00@12.50

CHICAGO PROVISION MARKETS

Range of Prices.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
September.....	\$43.15	\$43.20	\$43.02	\$43.02
October.....	43.50	43.50	43.42	43.42
LARD—(Per 100 lbs.)—				
September.....	26.87	26.87	26.85	26.85
October.....	26.82	26.82	26.80	26.80
RIBS—(Boxed, 25c. more than loose)——				
September.....	24.52	24.52	24.45	24.50
October.....	24.77	24.77	24.72	24.75

MONDAY, SEPTEMBER 2, 1918.

Holiday. No market.

TUESDAY, SEPTEMBER 3, 1918.

PORK—(Per bbl.)—				
September.....	43.10	43.10	43.10	43.10
October.....	43.40	43.50	43.40	43.40
LARD—(Per 100 lbs.)—				
September.....	26.90	26.92	26.90	26.92
October.....	26.85	26.87	26.85	26.87
RIBS—(Boxed, 25c. more than loose)——				
September.....	24.50	24.60	24.50	24.60
October.....	24.75	24.85	24.75	24.85

WEDNESDAY, SEPTEMBER 4, 1918.

PORK—(Per bbl.)—				
September.....	42.75	43.00	42.75	43.00
October.....	43.35	43.45	43.25	43.45
LARD—(Per 100 lbs.)—				
September.....	26.97	27.00	26.95	27.00
October.....	26.87	26.97	26.85	26.90
RIBS—(Boxed, 25c. more than loose)——				
September.....	24.57	24.60	24.53	24.55
October.....	24.85	24.95	24.82	24.87

THURSDAY, SEPTEMBER 5, 1918.

PORK—(Per bbl.)—				
September.....	42.50	42.50	42.45	42.45
October.....	43.00	43.00	42.70	42.70
LARD—(Per 100 lbs.)—				
September.....	26.92	27.00	26.92	27.00
October.....	26.75	26.82	26.70	26.82
RIBS—(Boxed, 25c. more than loose)——				
September.....	24.35	24.35	24.20	24.20
October.....	24.75	24.75	24.40	24.47
January.....	24.60	24.60	24.37	24.40

FRIDAY, SEPTEMBER 6, 1918.

PORK—(Per bbl.)—				
September.....	42.00	42.00	41.45	41.45
October.....	42.50	42.55	41.70	41.70
LARD—(Per 100 lbs.)—				
September.....	26.95	26.95	26.75	26.75
October.....	26.70	26.70	26.52	26.52
RIBS—(Boxed, 25c. more than loose)——				
September.....	23.85	23.85	23.70	23.70
October.....	24.30	24.30	23.97	23.97

†Bbl. †Asked.

CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)

Beef.

Native Rib Roast.....	.35	@40
Native Sirloin Steaks.....	.35	@40
Native Porterhouse Steaks.....	.40	@50
Native Pot Roasts.....	.25	@30
Rib Roasts from light cattle.....	.25	@30
Beef Stew.....	.18	@26
Boneless Corned Briskets, Native.....	.28	@30
Corned Rumps, Native.....	.25	@30
Corned Flanks.....	.20	@22
Round Steaks.....	.28	@36
Round Roasts.....	.25	@30
Shoulder Roasts.....	.25	@28
Shoulder Neck End, Trimmed.....	.22	@25

Lamb.

Hind Quarters, fancy.....	.35	@40
Fore Quarters, fancy.....	.30	@35
Legs, fancy.....	.35	@38
Stew.....	.20	@25
Chops, shoulder, per lb.....	.30	@32
Chops, rib and loin, per lb.....	.40	@45
Chops, French, each.....	.15	@15

Mutton.

Legs.....	.22	@25
Stew.....	.16	@18
Shoulders.....	.24	@25
Shoulder Steaks.....	.24	@25
Hind Quarters.....	.25	@28
Fore Quarters.....	.18	@22
Rib and Loin Chops.....	.30	@35
Shoulder Chops.....	.25	@28

Pork.

Pork Loins.....	.35	@38
Pork Chops.....	.38	@42
Pork Shoulders.....	.25	@28
Pork Tenderloins.....	.30	@35
Pork Butts.....	.36	@36
Spare Ribs.....	.22	@22
Hocks.....	.20	@20
Pigs' Heads.....	.18	@18
Leaf Lard.....	.30	@30

Veal.

Hind Quarters.....	.28	@32
Fore Quarters.....	.20	@25
Legs.....	.28	@32
Breasts.....	.25	@28
Shoulders.....	.25	@28
Cutlets.....	.45	@45
Rib and Loin Chops.....	.35	@40

Butchers' Offal.

Suet.....	@18
Tallow.....	@7
Bones, per cwt.....	@14
Calfskins, 8 to 15 lbs.....	@38
Calfskins, under 15 lbs. (decrease).....	@75
Kips.....	@22
Heavy calves.....	12.00@16.00
Veal calves.....	20.00@23.00

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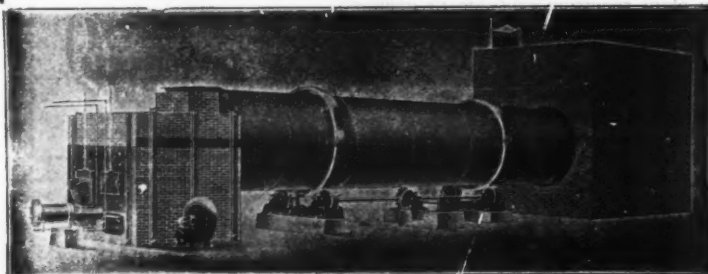
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WHOLESALE FRESH MEATS.

Carcass Beef.	
Prime native steers	26 @ 27
Good native steers	24 @ 25
Native steers, medium	22 @ 23
Heifers, good	20 @ 21
Cows	14 @ 17
Hind Quarters, choice	32 @ 32
Fore Quarters, choice	24 @ 24
Beef Cuts.	
Beef Tenderloins, No. 1	45 @ 45
Beef Tenderloins, No. 2	42 @ 42
Steer Loins, No. 1	41 @ 41
Steer Loins, No. 2	36 @ 36
Steer Short Loins, No. 1	34 1/2 @ 34 1/2
Steer Short Loins, No. 2	49 1/2 @ 49 1/2
Steer Loin Ends (hips)	34 @ 34
Steer Loin Ends, No. 2	32 @ 32
Cow Short Loins	19 @ 23
Cow Loin Ends (hips)	25 @ 25
Cow Loins	17 @ 17
Sirloin Butts, No. 3	24 @ 24
Strip Loins, No. 3	14 @ 14
Steer Ribs, No. 1	34 @ 34
Steer Ribs, No. 2	32 @ 32
Cow Ribs, No. 1	23 1/2 @ 23 1/2
Cow Ribs, No. 2	20 1/2 @ 20 1/2
Cow Ribs, No. 3	15 1/2 @ 15 1/2
Rolls	23 @ 23
Steer Round, No. 1	27 @ 27
Steer Round, No. 2	26 @ 26
Cow Round	15 @ 16
Flank Steak	26 @ 26
Rump Butts	17 @ 17
Steer Chucks, No. 1	24 @ 24
Steer Chucks, No. 2	23 @ 23
Cow Chucks	13 @ 13
Boneless Chucks	21 @ 21
Steer Plates	18 1/2 @ 18 1/2
Medium Plates	17 @ 17
Briskets, No. 1	20 @ 20
Briskets, No. 2	17 @ 17
Shoulder Cuts	25 @ 25
Steer Navel Ends	18 1/2 @ 18 1/2
Cow Navel Ends	14 @ 14 1/2
Fore Shanks	12 1/2 @ 13
Hind Shanks	9 1/2 @ 9 1/2
Hanging Tenderloins	19 1/2 @ 19 1/2
Trimnings	19 @ 19
Beef Product.	
Brains, per lb.	10 @ 12
Hearts	10 @ 11
Tongues	19 @ 24
Sweetbreads	26 @ 28
Ox Tail, per lb.	8 @ 10
Fresh tripe, plain	7 @ 7
Fresh tripe, H. C.	9 @ 9 1/2
Livers	9 @ 11
Kidneys, per lb.	8 @ 8
Veal.	
Heavy Carcass, Veal	18 @ 20
Light Carcass	26 @ 26 1/2
Good Carcass	27 @ 28
Good Saddle	30 @ 32
Medium Racks	12 @ 12
Good Racks	20 @ 20
Veal Product.	
Brains, each	10 1/2 @ 11
Sweetbreads	27 @ 40
Calf Livers	26 @ 28
Lamb.	
Medium Lambs	27 @ 27
Round Dressed Lambs	30 @ 30
Saddles, Medium	30 @ 30
R. D. Lamb Fores	28 @ 28
Lamb Fores, Medium	26 @ 26
R. D. Lamb Saddles	32 @ 32
Lamb Fries, per lb.	18 @ 20
Lamb Tongues, each	4 @ 4
Lamb Kidneys, per lb.	25 @ 25
Mutton.	
Medium Sheep	25 @ 25
Good Sheep	26 @ 26
Medium Saddles	30 @ 30
Good Saddles	30 @ 30
Good Fores	24 @ 24
Medium Racks	24 @ 24
Mutton Legs	30 @ 30
Mutton Loins	33 @ 33
Mutton Stew	20 @ 20
Sheep Tongues, each	4 @ 4
Sheep Heads, each	11 1/2 @ 12
Fresh Pork, Etc.	
Dressed Hogs	25 1/2 @ 25 1/2
Pork Loins	35 @ 35
Leaf Lard	28 1/2 @ 28 1/2
Tenderloins	44 @ 44
Spare Ribs	17 @ 17
Butts	31 @ 31
Hocks	17 1/2 @ 17 1/2
Trimnings	19 @ 19
Extra Lean Trimnings	20 @ 20
Tails	15 1/2 @ 15 1/2
Snouts	11 1/2 @ 11 1/2
Pigs' Feet	6 @ 6
Pigs' Heads	13 1/2 @ 13 1/2
Blade Bones	9 @ 9
Blade Meat	18 @ 18
Cheek Meat	15 @ 15
Hog Livers, per lb.	4 @ 5
Neck Bones	6 @ 6
Skinned Shoulders	26 @ 26
Pork Hearts	12 @ 12
Pork Kidneys, per lb.	9 @ 9
Pork Tongues	22 @ 22
Slip Bones	10 @ 10
Tail Bones	11 1/2 @ 12
Brains	11 1/2 @ 12
Rackfat	20 1/2 @ 20 1/2
Hams	32 @ 32
Calas	23 @ 23
Relishes	36 @ 36

SAUSAGE.

Columbia Cloth Bologna	17 1/2 @ 17 1/2
Bologna, large, long, round, in casings	17 @ 17
Choice Bologna	18 @ 18
Frankfurters	24 @ 24
Liver, with beef and pork	16 @ 16
Tongue and blood	22 @ 22
Mince Sausage	20 @ 20
New England Style Luncheon Sausage	22 @ 22
Prepared Luncheon Sausage	22 @ 22
Special Compressed Sausage	22 @ 22
Berliner Sausage	22 @ 22
Oxford Lean Butts	40 @ 40
Polish Sausage	21 @ 21
Garlic Sausage	17 @ 17
Country Smoked Sausage	19 1/2 @ 19 1/2
Country Sausage, fresh	24 1/2 @ 24 1/2
Pork Sausage, bulk or link	21 @ 21
Pork Sausage, short link	21 1/2 @ 21 1/2
Boneless lean butts in casings	40 1/2 @ 40 1/2
Luncheon Roll	23 @ 23
Delicatessen Loaf	21 @ 21
Jellied Roll	— @ —
Summer Sausage.	
D'Arles, new goods	33 @ 33
Beef casing salami	36 1/2 @ 36 1/2
Italian salami (new goods)	30 @ 30
Holsteiner	32 @ 32
Metwurst	32 @ 32
Farmer	34 @ 34
Cervelat, new	41 @ 41

Sausage in Brine.

Bologna, kits	2.30 @ 2.30
Bologna, 1/2 @ 1/2	3.00 @ 10.50
Pork, link, kits	2.50 @ 2.50
Pork, links, 1/2 @ 1/2	3.30 @ 11.55
Polish sausage, 1/2 @ 1/2	2.50 @ 2.50
Frankfurters, 1/2 @ 1/2	3.45 @ 12.00
Frankfurters, 1/2 @ 1/2	2.60 @ 2.60
Blood sausage, kits	2.30 @ 2.30
Blood sausage, 1/2 @ 1/2	3.10 @ 11.50
Liver sausage, kits	2.50 @ 2.50
Liver sausage, 1/2 @ 1/2	3.30 @ 11.00
Head cheese, kits	2.45 @ 2.45
Head cheese, 1/2 @ 1/2	3.25 @ 11.25

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 337-lb. barrels	15.00 @ 15.00
Pickled Plain Trine, in 300-lb. barrels	13.30 @ 13.30
Pickled H. C. Trine, in 200-lb. barrels	16.00 @ 16.00
Pickled Ox Lips, in 200-lb. barrels	— @ —
Pickled Pork Snouts, in 200-lb. barrels	— @ —
Sheep Tongues, Short Cut, barrels	69.50 @ 69.50

CANNED MEATS.

	Per doz.
Corned, boiled and roast beef, No. 1	— @ —
Corned, boiled and roast beef, No. 2	4.25 @ 4.25
Corned, boiled and roast beef, No. 6	8.25 @ 8.25
Corned, boiled and roast beef, No. 6	30.00 @ 30.00
Corned beef hash, No. 1	— @ —
Corned beef hash, No. 2	— @ —
Hamburger steak and onions, No. 1	— @ —
Hamburger steak and onions, No. 1	— @ —
Vienna Sausage, No. 1	— @ —
Vienna Sausage, No. 1	— @ —

EXTRACT OF BEEF.

	Per doz.
2-oz. jars, 1 doz. in case	3.50 @ 3.50
4-oz. jars, 1 doz. in case	6.75 @ 6.75
8-oz. jars, 1/2 doz. in case	12.00 @ 12.00
16-oz. jars, 1/2 doz. in case	21.00 @ 21.00

BARRELLED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	41.00 @ 41.00
Plate beef	40.00 @ 40.00
Prime Mess Beef	41.00 @ 41.00
Mess Beef	40.00 @ 40.00
Beef Hams (220 lbs. to bbl.)	— @ —
Rump Butts	43.00 @ 43.00
Mess Pork	50.00 @ 50.00
Clear Fat Backs	33.50 @ 33.50
Family Back Pork	31.00 @ 31.00
Bean Pork	39.50 @ 39.50

LARD.

Pure lard, kettle rendered, per lb. tes.	29 1/2 @ 29 1/2
Pure lard	28 1/2 @ 28 1/2
Jard, substitute, tes.	23 1/2 @ 23 1/2
Jard compounds	23 1/2 @ 23 1/2
Cooking oil, per gal. in barrels	21 1/2 @ 21 1/2
Cooks' and bakers' shortening tubs	28 1/2 @ 28 1/2
Barrels, 1/4 c. over tierces, half barrels, 1/4 c. over tierces: tubs and pails, 10 to 80 lbs., 1/4 c. to 1 c. over tierces.	— @ —

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chi.	27 1/2 @ 27 1/2
Cartons, rolls or prints, 1 lb.	30 @ 30
Cartons, rolls or prints, 2 1/2 lbs.	31 1/2 @ 31 1/2
Shortenings, 20 @ 60 lb. tubs	23 @ 23
Nut margarine, prints, 1 lb.	29 @ 29

DRY SALT MEATS.

	(Boxed. Loose are 1/4 c. less.)
Clear Pellos, 14 @ 16 avr.	29.15 @ 29.15
Clear Bellies, 15 @ 20 avr.	28.75 @ 28.75
Rib Bellies, 20 @ 25 avr.	28.40 @ 28.40
Fat Backs, 10 @ 12 avr.	25.40 @ 25.40
Fat Backs, 12 @ 14 avr.	25.60 @ 25.60
Fat Backs, 14 @ 16 avr.	25.80 @ 25.80
Extra Short Cuts	26.90 @ 26.90
Extra Short Ribs	26.90 @ 26.90
Butts	19.85 @ 19.85

WHOLESALE SMOKED MEATS.

Hams, 12 lbs. avr.	33 1/2 @ 33 1/2
Hams, 16 lbs. avr.	33 @ 33
Skinned Hams	34 1/2 @ 34 1/2
Calas, 4 @ 6 lbs. avr.	25 1/2 @ 25 1/2
Calas, 6 @ 12 lbs. avr.	23 1/2 @ 23 1/2
New York Shoulders, 8 @ 12 lbs. avr.	26 1/2 @ 26 1/2
Breakfast Bacon, fancy	49 1/2 @ 49 1/2
Dried Beef Seta	40 1/2 @ 40 1/2
Wide, 12 @ 14 avr. and strip, 3 @ 4 avr.	40 @ 40
Wide, 5 @ 6 avr. and strip, 3 @ 4 avr.	43 1/2 @ 43 1/2
Rib Bacon, wide, 8 @ 12 avr. and strip, 4 @ 6 avr.	41 @ 41

Dried Beef Insides	42 1/2 @ 42 1/2
Dried Beef Knuckles	40 @ 40
Dried Beef Outsides	39 @ 39
Skinned Boiled Hams	44 1/2 @ 44 1/2
Regular Boiled Hams	43 1/2 @ 43 1/2
Boiled Calas	35 @ 35
Cooked Loin Rolls	50 @ 50
Cooked Rolled Shoulder	35 @ 35

SAUSAGE CASINGS.

F. O. B. CHICAGO.	
Beef rounds, per set	14 @ 14
Beef export rounds	18 @ 18
Beef middles, per set	26 @ 26
Beef bungs, per piece	14 @ 14
Beef weasands	8 1/2 @ 8 1/2
Beef bladders, medium	60 @ 60
Beef bladders, small, per doz.	95 @ 95
Hog casings, free of salt, regular	95 @ 95
Hog casings, f. o. b., extra narrow	20 @ 20
Hog middles, per set	21 @ 21
Hog bungs, export	21 @ 21
Hog bungs, large	11 @ 11
Hog bungs, medium	7 @ 7
Hog bungs, narrow	10 @ 10
Hog stomachs, per piece	— @ —
Imported wide sheep casings	— @ —
Imported medium wide sheep casings	— @ —
Imported medium sheep casings	— @ —

*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

FERTILIZERS.

Dried blood, per unit	6.85 @ 6.80
Hoof meal, per unit	6.30 @ 6.40
Concentrated tankage, ground	6.30 @ 6.40
Ground tankage, 11%	6.70 @ 6.75
Ground tankage, 9 and 20%	6.55 @ 6.80
Crushed tankage, 9 and 20%	6.30 @ 6.34
Ground tankage, 6 1/2 and 30%	42.50 @ 45.00
Ground raw bone, per ton	37.50 @ 40.00
Ground steam bone, per ton	28.00 @ 30.00

HORNS, HOOFS AND BONES.

Horns, No. 1, per ton	220.00 @ 225.00
Horns, black, per ton	65.00 @ 70.00
Horns, striped, per ton	65.00 @ 70.00
Horns, white, per ton	80.00 @ 85.00
Flat shin bones, 40 lbs. av. per ton	80.00 @ 85.00
Round shin bones, 38-40 lbs. av. per ton	80.00 @ 85.00
Round shin bones, 50-52 lbs. av. per ton	90.00 @ 95.00
Long thigh bones, 90-95 lbs. av. per ton	165.00 @ 170.00
Skulls, jaws and knuckles, per ton	45.00 @ 50.00

LARD.

Prime steam, cash	20.92 1/2 @ 20.92 1/2
Prime steam, loose	20.02 1/2 @ 20.02 1/2
Leaf	25.50 @ 25.50
Compound	22.50 @ 22.50
Neutral lard	25 1/2 @ 25 1/2

STEARINES.

Prime oleo	20 1/2 @ 21
Tallow	19 1/2 @ 19 1/2
Grease, yellow	17 @ 17 1/2
Grease, A white	19 @ 19 1/2

OILS.

Oleo oil, extra	26 @ 26
Oleo oil, No. 2	25 @ 25
Oleo stock	22 @ 23
Linseed, per gal.	1.90 @ 1.92
Corn oil, loose	16 @ 16 1/2
Soya bean oil, seller tank, f. o. b. coast	15 1/2 @ 15 1/2

TALLOW.

Edible	19 1/2 @ 19 1/2
Prime country	19 @ 19 1/2
Packers' prime	19 @ 19
Packers' No. 1	17 1/2 @ 18
Packers' No. 2	15 @ 16

GREASES.

White, choice	19 @ 19 1/2
White, "A"	18 1/2 @ 18 1/2
White, "B"	17 @ 17 1/2
Bone, naphtha extracted	12 1/2 @ 13
Crackling	17 1/2 @ 17 1/2
House	15 1/2 @ 15 1/2
Yellow	16 @ 16 1/2
Brown	14 @ 14 1/2
Pigs' foot grease	18 1/2 @ 20
Garbage grease, loose	13 @ 13
Glycerine, C. P.	60 @ 60
Glycerine, dynamite	44 @ 44
Glycerine, crude soap	40 @ 40
Glycerine, candle	46 1/2 @ 46 1/2

COTTONSEED OILS.

P. S. Y., loose, Chicago	20 @ 20
P. S. Y., soap grade, f. o. b. Texas	19 1/2 @ 19 1/2
Soap stock, bbls., concn., 62 @ 65 f. a. Tex.	8 @ 8 1/2
Soap stock, loose, reg. 5% f. a. Tex.	4 @ 5

COOPERAGE.

Ash pork barrels, black iron hoops	2.10 @ 2.15
Oak pork barrels, black iron hoops	2.20 @ 2.25
Ash pork barrels, galv. iron hoops	2.30 @ 2.35
Red oak lard tierces	3.15 @ 3.20
White oak lard tierces	3.30 @ 3.35
White oak ham tierces	4.00 @ 4.00

CURING MATERIALS.

Refined saltpetre, granulated	31 @ 31
Refined saltpetre, crystals	37 @ 38
Double Refined nitrate of soda, gran., f.o.b.	— @ —
N. Y. and S. F.	6 1/2 @ 6 1/2
Double refined nitrate of soda, crystals	6 1/2 @ 6 1/2
Sugar—	— @ —
White, clarified	— @ —
Yellow, clarified	— @ —
Plantation, granulated	— @ —
F. O. B. Chicago.	

Salt—

Ashton, in sacks, 224 lbs.	— @ —
Ashton, car lots, per sack	— @ —
English packing, T. H. & Co., car lots, per sack	— @ —
English packing, Chesbire, car lots, per sack	— @ —
English packing, pure dried, vacuum, per sack	— @ —
English packing, Liverpool ground alum, per sack	— @ —
Michigan, granulated, car lots, per ton	8.70 @ 8.70
Michigan, medium car lots, per ton	9.70 @ 9.70

Retail Section

Retail Butchers Report on Meat Economies

The United States Food Administration has made public the report of the Butchers' and Meat Dealers' Economy Committee, which was called together last spring to consider ways and means of improving the methods now employed in slaughtering, dressing, and sale of meat.

This committee included in its membership John A. Kotal, secretary United Master Butchers' of America, Chicago, Ill., who was chairman; Charles Grismer, national president United Master Butchers' Association, Brooklyn, N. Y.; Roy Cohen, president National Market Company, Orange, N. J.; J. A. Whitfield, president Old Dutch Market Company, Washington, D. C., and others. Messrs. Whitfield and Cohen were appointed by the full committee as a sub-committee to draw up the report, which follows:

The following are recommendations submitted by this committee:

Remove loose fats from dressed beef carcass at place of slaughter.—It is recommended that a carcass of beef dressed for commercial use shall have all heart fat, crotch fat, lumbar fat, and other loose fats, including kidney and kidney fat, in addition to the semiloose fats removed at place of slaughter; also that piece of lean meat known as the hanging tenderloin.

Remove caul and plucks from sheep, lambs and goats.—All sheep, lambs and goats should be dressed round, all caul removed, all plucks removed at place of slaughter, and no backsticks should be used. This should constitute dressing for commercial use.

Remove all caul and loose and semiloose fats from calves.—It is recommended that all caul, all loose and semiloose fats be removed from calves at place of slaughter. This should constitute commercial dressed veal.

Utilize more fully edible offal.—It is recommended that local slaughterers be urged to save and utilize all edible offal for edible purposes and to encourage greater consumption thereof. Also that they install such sanitary equipment and employ such improved sanitary methods as to obtain maximum yields in these products.

Exercise greater care in the removal of hides.—It is recommended that the butcher exercise greater care in the removal of hides; edible meat left on the hide is wasted and in putrifying eats holes in the hide. In order to obtain highest commercial value the butcher must avoid cutting and preserve the hide effectively.

Stop Feeding Before Slaughter.

Discourage feeding immediately before slaughter.—It is recommended that butchers discourage the practice of feeding stock before slaughter, in order that the large amount of feed which is now wasted in this manner may be saved. Sellers make a practice of giving stock, especially hogs, a heavy feed immediately before delivery to slaughter. This practice, in addition to wasting feed, impairs the quality of the meat as well as the value of the by-products. It is thought that definite results can be obtained in this connection through a better understanding between buyer and seller.

Establish municipal and co-operative abattoirs.—It is recommended that municipal or co-operative abattoirs be established in every community. They will encourage local cattle production. They will enable the butcher and small slaughterer to utilize

more efficiently and encourage the manufacture of by-products.

Promote the manufacture and sale of blood sausage.—It is recommended that retail dealers further the sale of blood sausage, as suggested by the packers' economy committee. We urge the Food Administration to co-operate by advising the eating of this product and by giving it a more attractive name.

Keep records and conduct of killing tests.—It is recommended that local slaughterers be urged to keep records and conduct killing tests in order to know exactly the cost of their dressed product. It is suggested that the Food Administration obtain from the Department of Agriculture suitable guide and test sheets to aid in the above for general distribution among slaughterers, through the agency of its nation-wide organization.

Retail dealers should make cutting tests.—It is recommended that the retail meat dealer be urged to make cutting tests and figure costs of cuts. To help this further, it is recommended that the Food Administration prepare simple test sheets and guides, so arranged that the retailer will know what proportion of cost each cut of meat should bear from a carcass purchased at a given price, these guides to be distributed by Federal Food Administrators and wholesalers throughout the country. In this distribution the leading trades papers may be of great assistance.

Reforms in the Retail Business.

Determine cost of each item of service so that dealers may be able intelligently to eliminate unnecessary items.—It is recommended that the Food Administration prepare a chart which will teach the retailer how to determine the fixed charges in the operation of his business—that is, rent, light, wages, delivery, credit, etc. This will familiarize him greatly with his business and enable him to determine the cost of each item of service and to eliminate such as are necessary.

Keep books and accounts.—It is recommended that all retail dealers be urged to adopt a simple accounting system. As over 50 per cent. of the dealers have no accounting system at all, we urge that the Food Administration give this fact wide publicity, as it would indicate to retailers the importance of the use of a system.

Charge for fat, suet and bones.—It is recommended that the practice of giving away fat, suet and bones be discontinued, and these products sold at fair prices. Should this be accomplished, the price of edible meat to the consumer can be somewhat reduced. It is further recommended that the retailer properly care for his offal products by proper sorting so that the highest commercial value may be obtained therefrom.

Net Weight for Wrapped Meats, Poultry, Etc.

Adopt net weight law for meats in containers of paper, etc.—It is recommended that all ham, bacon and other wrapped meat commodities for which paper and other wrappers are used be classed as package goods and be made subject to a net weight law. The excessive use of paper in wrapping hams and bacon, dried beef, etc., is a waste of wrapping material and labor and a needless expense to the consumer. For example: A piece of fancy bacon weighing 4½ pounds wrapped, sold at 45 cents per pound wholesale, contained 5½ ounces of wrapping paper and twine. In this instance the wrapping paper was a net loss, as it served no purpose in the protection of the

meat, merely adding over 3 cents per pound to the price paid.

Adopt net weight sale of poultry and pork and other food products in boxes, barrels and other containers.—It is recommended that all boxed or barreled poultry, pork, or other food products be sold at net weight. Paying for paper, etc., at the price of food products today does not seem justifiable.

Reduce prices and encourage sale of articles in abundant supply.—It is recommended that retail dealers discontinue the practice of inflexible prices. Prices of perishable foods should be changed promptly to conform with market conditions. This method will give the public the benefit of low prices during the periods of abundant supply and prevent quantities of perishable foods from going to waste.

Effect conservation through skillful display and salesmanship.—It is recommended where certain commodities threaten to go to waste through lack of demand that skillful display and salesmanship be employed more extensively. To display any article which is not selling readily at a specific time will help prevent its wastage.

Protect foods properly and thereby conserve large amounts now wasted.—It is recommended that the Food Administration urge the retail dealers of the country, individually and through their organizations, to give strict attention to proper care of perishable foods. In retail stores and in public markets generally sanitary equipment would result in large savings by the elimination of shrinkage, retrimming and spoilage.

Join or form an organization.—It is recommended that retail butchers throughout the country join or form organizations which will enable them to exchange views. This would be of great value in furthering conservation and would help them materially toward a more economical handling of their business.

Railroad Ownership of Meat Cars.

It is recommended that railroad ownership of refrigerator meat cars replace present private ownership by the packers.—It is recommended that the Food Administration place before the proper authorities the importance of railroad ownership of refrigerator meat cars. At present they are owned by the large packers, who can thus absolutely control the shipping facilities of the small slaughterer. Railroads having no equipment of their own cannot move fresh meats. The result is that such cities as Boston, New York, Philadelphia, Baltimore and Washington and many others, receive fresh meats only from the big packers, excepting the small supply from the local abattoir. We can not too strongly urge the Food Administration to help place the small slaughterer in the same position to get refrigerator cars as the large packers. This can only be accomplished by having meat refrigerator cars owned by the railroads.

Give proper terminal service to livestock shippers and small packer buyers.—It is recommended that the railroads be required to own and operate livestock freight terminals, commonly known as stock yards; that the shipper and receiver of such freight be allowed a reasonable free service at the terminal before yardage charges begin. The present arrangement of packer ownership of livestock railroad terminals and stock yards, whereby they get a rake-off from the shipper on each carload of stock shipped in and from the independent packer on each carload shipped out, should be terminated. The yardage and trackage charges of this kind result in just that much added, and in fact unfair business advantage in favor of the big packer in his competition with the scattered slaughterer. Livestock shippers should get the same consideration from the rail-

roads that is given to shippers of all other classes of freight.

Attention is called to the vast amount of idle and unused land, particularly near the large eastern centers of population.—Food will win the war. Not only must we conserve in every possible way the food we have, but we must vastly increase its quantity. No statesmanship can negotiate successfully the proposition that controlling a constantly decreasing pile of food is better than increasing the size of the pile. In the Senate recently, Senator Warren G. Harding, of Ohio, said:

"Vast quantities of good farming land, near the best markets in the world, are not cultivated. In New England there are 30,000,000 acres of unused land that might be growing crops. There are 35,000,000 acres in the Middle States that might be farmed, but which are lying idle. In the Pacific Coast States there are 100,000,000 acres of unused but usable land. In all, 500,000,000 acres or thereabouts are lying idle, to say nothing of that which is inadequately farmed."

Mr. O. F. Baker, agriculturist, of the Department of Agriculture, says:

"Several years ago I estimated that the arable land in the United States was about 935,000,000 acres. Subtracting from this the improved land, as given in the census of 1910, we have left 456,000,000 acres of arable land yet unimproved. Of this amount about 225,000,000 acres were in the Eastern States—that is, the States from Minnesota to Louisiana, inclusive, and Eastward; about 122,000,000 in what might be termed "intermediate States"—that is, the tier of States from North Dakota to Texas; and about 100,000,000 acres were in the 11 Western States."

These 500,000,000 idle acres constitute the greatest pro-German influence in the United States. Economically we are working with one hand—we should get the other hand in action. This war is not a one-handed job. Special attention is called to the maps on pages 339, 340 and 342 in the Agricultural Department's booklet herewith. We urge that the Food Administration request the Secretaries of Agriculture and of Labor to appoint a joint commission to:

First. Investigate the subject of idle land: its quantity, quality and availability for the production of food.

Second. The labor available to work the land.

Third. To recommend ways and means of forcing this land into use.

Conclusion.

This committee firmly believes that educating the small slaughterer and retail butcher to eliminate waste and wasteful practices will conserve a vast amount of food, and that the subjects of refrigerator-car lines, stock yards, terminal railroads, and the vast areas of idle land are important factors in the present shortage and the abominably high prices prevailing for food. The proper solving of these problems will make a permanent abundance of food which will be much lower in price, more profitable to the raiser, to the manufacturer, and naturally less burdensome to the ultimate consumer.

LOCAL AND PERSONAL.

Morris Gelb has opened his new meat market at 32 Laurel street, Bridgeton, N. J.

Michael McAllister, aged 82 years, retired, who conducted a meat market on South Cayuga street, Ithaca, N. Y., is dead.

W. E. Camp has leased a building in Sylvia, Kan., and will open a meat market.

Joe Brown has disposed of his meat business in Seward, Neb., to M. Mishner.

George Courtney has disposed of his meat business in Randolph, Neb., to J. H. Gilman.

Morris Burdick has taken charge of the Mead Sanitary Meat Market, Tobias, Neb.

The City Meat Market, Sidney, Neb., has been reopened under the management of A. G. Shepherd.

The McQuaid Market, Eighth and Cedar streets, St. Paul, Minn., has been burned, but will be rebuilt.

The meat market of Klump Bros. at Pinconing, Mich., has been burned.

Titus Orth has purchased the meat business of Billie Orth in Plymouth, Neb.

J. A. Mutchie, of Kearney, has purchased the Oconto Meat Market, Oconto, Neb.

W. Gaddis, of Utica, has leased the Kelly meat market, Exeter, Neb.

The Columbia Cash Market has succeeded the Bee Hive Cash Mercantile Co., Seattle, Wash.

John Ain has been succeeded in the meat and grocery business at Cherokee, Ia., by B. E. Alton and E. Ounstone.

O. E. Whitcomb has sold out his meat and grocery business at Adams, Wis.

The meat market of Fred Wright at Albertville, Wis., has been burned. Loss \$2,000. Wm. Van Gerpeg sold his meat market in Aplington, Ia., to G. D. Luderman.

Palmer & Seaton have been succeeded in the meat business at Osage, Ia., by William Palmer & Bros.

M. Jones sold his meat market in Steuben, Wis., to Earl Daugherty.

Ed. Schulenberg sold out his meat market in Glen Ullin, N. D., to Herman Funk and E. T. Wilson.

Gust Laven opened a meat market in Swanville, Minn.

Harper & Brackeen have dissolved partnership and the meat market at Jamestown, N. D., will be continued by Mr. Harper.

George Leibach has taken over the City Meat Market in Dovsky, Mont.

G. E. Rossman bought the meat market of Louis Kramer in Ossian, Ia.

Emile De Phelps sold out his meat market in Ronan, Mont., to H. M. Gelett.

I. C. Irvin has been succeeded in the meat business at Sherman, S. D., by D. D. Silver.

Profits Come When Odors Go

The unpleasant sensation which we call a bad smell is a warning to avoid the cause of the offensive odor. In the meat business it serves among other things to impress the vital importance of using a suitable cleaning material.

The use of

Wyandotte
Sanitary
Cleaner and Cleanser

will completely sweeten and purify all places from which foul or ill smelling odors arise.

In fact, Wyandotte Sanitary Cleaner and Cleanser can meet your every demand, for it not only cleans sanitarily, but is also non-saponifying, containing only those ingredients which clean rapidly and thoroughly without injurious effect or waste.

Indian in circle



Your supply house will fill your order for this cleaner.

In every package It Cleans Clean.

The J. B. Ford Co.

Sole Manufacturers

Wyandotte,

Mich.



THERMOSEAL SCALES

have little or no vibration. Improved construction has made this scale rapid, reliable and thoroughly accurate regardless of temperature changes. Special regulating device keeps the scale in constant accurate adjustment.

Send for literature regarding the Thermo Seal Scale.

JOHN CHATILLON & SONS

ESTABLISHED 1835

85 Cliff Street

New York City



Pat. (Oct. 24, 1916
Nov. 21, 1916
Nov. 25, 1916)

The Adelmman Aluminum HAM BOILER

produces a cordless ham of perfect shape with centre cut from the beginning, of higher flavor and more nutritious qualities. It reduces shrinkage in boiling up to 10%. Can be handled by any hand.

Ham Boiler Corporation
640 Morris Park Ave.
NEW YORK

New York Section

FOURTH LIBERTY LOAN DRIVE.

The wholesale and retail meat trades of Greater New York and their affiliated trades are getting ready for the Fourth Liberty Loan campaign, which begins on September 28 and concludes on October 19. Walter Blumenthal, president of the United Dressed Beef Company, has been made chairman of the Special Liberty Loan Committee for these trades, and with characteristic energy and promptness has already taken steps to put his campaign under way.

Chairman Blumenthal will have the assistance of J. C. Good, vice-president of Wilson & Company in New York, as vice-chairman of the committee, and Dr. J. D. Dunkel, chief inspector of the Manhattan Sanitary Inspection Association, as secretary. The headquarters are at No. 7 West 42nd street. Mr. Blumenthal has announced the following sub-committees which will thoroughly cover all branches of the industry in this territory:

Wholesale Butchers.—E. J. Meyers, Chairman.

Western Branch Houses.—A. C. Dean, Chairman.

Jobbers.—David Mayer, Chairman.

Hog Slaughterers, and Provisioners.—Albert Rohe, Chairman.

Casing Trade.—Julius Oppenheimer, Chairman.

Retail Butchers.—Charles Grismer, Chairman.

Washington Market Butchers.—Wm. Minder, Chairman.

Italian Butchers.—Jos. Di Santi, Chairman.

Kosher Butchers.—L. Pivnik, Chairman.

Labor Organizations.—John Kennedy, Chairman.

Renderers and Fat Dealers.—Herman Brand, Chairman.

Packhouse Sundries.—Abe Frank, chairman.

Chairman Blumenthal begins his campaign with the following appeal to the allied trades in Greater New York:

To the Meat and Allied Trades of the Metropolitan District:

Every patriotic American is reading with

great interest of the wonderful advance our army and our Allies are making on the Western Front. In order to continue this and win the war it is necessary to raise additional money. Therefore, our Fourth Liberty Loan.

The beef and allied trades in the Third Liberty Loan campaign made a magnificent showing, but it is our idea that this be far surpassed in the forthcoming drive, and it is to the interest of every butcher and others in the allied trades to make their subscription through our trade, and the Committee representing you desires that you hold your subscription for the representative who calls, or send it direct to the headquarters office, No. 7 West 42nd Street, New York City.

We know you will work with us, and appreciate your hearty co-operation.

Respectfully yours,
WALTER BLUMENTHAL,
Chairman.

TO CHECK COMMERCIAL FRAUDS.

The Alliance For Suppression of Commercial Frauds, recently organized in New York City, has located in offices at 299 Broadway, and has commenced operations. The activities of the association are in charge of a capable manager, who heads an efficient staff trained in the character of work in which the association will engage. Mr. Albert B. Cory, credit manager of Austin Nichols & Co., heads the officers, and Mr. Arthur B. Reagh, credit manager of Cudahy Packing Co., heads the advisory committee. Mr. George J. Brunk, formerly credit manager of a large wholesale concern, and experienced in investigation, is in charge of the office.

A letter explaining the purposes and activities of the association has gone forward to the trade, and is at the disposal of any one interested in the association. The principals in the association are very hopeful of illustrating the usefulness of such an organization, and are confident of making its need felt in the business community.

The principal activities of the organization will be devoted to the apprehension of and securing the punishment of offenders of laws

designed to protect commercial trading, as for example:

1. The sales of businesses in bulk without notice to creditors and with intent to defraud creditors.

2. The issuance of false financial statements to obtain credit.

3. Conspiracies with auctioneers or cash buyers for quick disposal of assets without notice to creditors with intent to defraud them.

4. The apprehension of absconding debtors.

5. Investigation and prevention of fraudulent bankruptcies.

6. Investigation of and action on other violations of laws to protect commercial trading.

HORSE MEAT SOLD IN SEATTLE.

Horse meat is now being sold for food in Seattle, Washington. Since July 29 horse meat has been on sale at stalls in the Westlake Public Market. No other meat is allowed to be sold in these stalls. The Chief Dairy and Food Inspector advises the Bureau of Markets that the first shipment of horses for this purpose consisted of 40 range animals that came from the Yakima district. During the first two weeks of the operation of the market, eight carcasses were disposed of. All horses are given the mallein test before being slaughtered and also a very careful post mortem inspection by the city meat inspectors.

GREATER NEW YORK NEWS.

M. L. Aiken, manager of Wilson & Company's produce sales department in New York, was in Chicago this week.

Manager Wm. T. Harrington, of Swift's Gansevoort Market house, has returned from a motor trip to Vermont.

Swift & Company's sales of beef in New York City for the week ending August 31, 1918, averaged as follows: Domestic beef, 22.94 cents per pound.

W. J. Russell, Jr., of the beef grading department of Swift & Company at Chicago, and W. J. Wilson, of the mutton grading department, were in New York during the week.

General Manager George J. Edwards, of Swift & Company's New York territory, is away for a fortnight's vacation, which he is devoting to golf and touring (except Sunday).

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending August 31, 1918, by the New York City Department of Health: Meat—Manhattan, 2,168 lbs.; Brooklyn, 20,151 lbs.; total, 22,319 lbs. Horse meat—Brooklyn, 4,790 lbs. Fish—Manhattan, 4,900 lbs.; Brooklyn, 30 lbs.; total, 4,930 lbs. Poultry—Manhattan, 3,742 lbs.

The United Master Butchers' Association, South Brooklyn Division, held its annual dinner last Sunday night at Somers' Garden, Coney Island. One hundred and fifty members were present. The affair was informal and the speeches were confined to the aims and purposes of the association. The guest of honor was Charles Grismer, national president of the United Master Butchers' Association. The committee in charge of the dinner included Charles Fraedich, Louis Bender, David Wolf, Samuel Heyman, H. Himstedt, E. Karl, R. Selke and D. Van Galder.

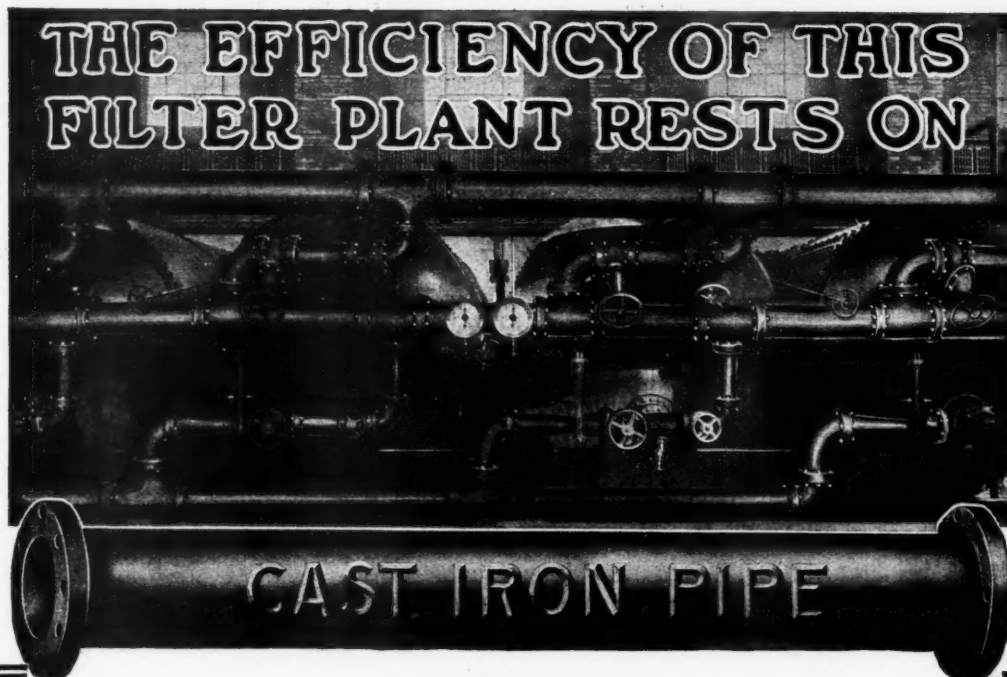
WESTERN DRESSED MEAT PRICES AT EASTERN MARKETS.

Wholesale prices of Western dressed beef, lamb and mutton at leading Eastern markets on representative market days this week are reported as follows by the Office of Markets of the U. S. Department of Agriculture:

MONDAY, SEPTEMBER 3, 1918.

Beef, fresh, Western dressed:				
Steers:				
Choice	.....	Boston	New York	Philadelphia
Good	.....	.....	.....	.....
Medium	.....	.....	.....	.....
Common	.....	.....	.....	.....
Cows:				
Good	.....	.....	.....	.....
Medium	.....	.....	.....	.....
Common	.....	.....	.....	.....
Bulls:				
Good	.....	.....	.....	.....
Medium	.....	.....	.....	.....
Common	.....	.....	.....	.....
Fresh lamb and mutton, Western dressed:				
Lamb:				
Choice	.....	.....	.....	.....
Good	.....	.....	.....	.....
Medium	.....	.....	.....	.....
Common	.....	.....	.....	.....
Yearlings:				
Good	.....	.....	.....	.....
Medium	.....	.....	.....	.....
Mutton:				
Good	.....	.....	.....	.....
Medium	.....	.....	.....	.....
Common	.....	.....	.....	.....

Lamb and mutton prices "plucked in" at New York City and Philadelphia. All other lamb and mutton prices "plucked out."



A Pipeological Quiz

- Q. "What would happen if this pipe should fail or corrode inside," said the visitor.
- A. "At least one unit, or perhaps the entire plant, would be crippled, or shut down entirely; and in case of internal corrosion serious damage would result to expensive material," the engineer replied.
- Q. "Have the plant owners done anything to guard against such a loss as that?"
- A. "They certainly have; they are insured against it."
- Q. "Insured! I never heard of pipe insurance."
- A. "No? Nevertheless they've got a policy which insures them."
- Q. "How's that; what kind of a policy?"
- A. "The policy of always installing Cast Iron Pipe, which is the very best insurance you can have against pipe losses. That Cast Iron Pipe will not fail nor deteriorate. What's more, it will not give less efficient service next year than this year, or next century than this century—in fact the only way to measure the effective service of Cast Iron Pipe is in Terms of Centuries."

The Cast Iron Pipe Publicity Bureau

1 Broadway, New York

**We should sacrifice for
WAR SAVINGS STAMPS, so
e half succeed in
WINNING THE WAR**

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, inferior to choice.....	\$9.00@18.50
Stags and oxen.....	—@—
Bulls.....	7.00@10.50
Cows.....	4.50@10.50

LIVE CALVES

Live calves, common to choice.....	\$16.50 @21.00
Live calves, Western.....	10.62½ @12.00
Live calves, skim milk.....	@12.00
Live calves, culls, per 100 lbs.....	13.00 @15.00

LIVE SHEEP AND LAMBS.

Live lambs, common to prime.....	14.00@17.75
Live lambs, culls.....	10.00@13.50
Live sheep.....	6.00@11.00
Live sheep, culls.....	—@—

LIVE HOGS.

Hogs, heavy.....	@20.25
Hogs, medium.....	@20.75
Hogs, 140 lbs.....	@20.75
Pigs.....	@20.25
Roughs.....	@18.00

DRESSED BEEF.

CITY DRESSED.

Choice native heavy.....	.28 @29
Choice native light.....	.26 @27
Native, common to fair.....	.25 @25½

WESTERN DRESSED BEEF.

Choice native heavy.....	.27½ @28
Choice native light.....	.27 @27½
Native, common to fair.....	.25 @25½
Choice Western, heavy.....	.26 @26½
Choice Western, light.....	.22 @23
Common to fair Texas.....	.20 @23
Good to choice helfers.....	.26½ @27½
Common to fair helfers.....	.22½ @23
Choice cows.....	.21 @22
Common to fair cows.....	.19½ @20
Fresh Bologna bulls.....	.16 @17½

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@36	34 @35
No. 2 ribs.....	@30	32 @33
No. 3 ribs.....	@26	30 @31
No. 1 loins.....	@36	36 @38
No. 2 loins.....	@30	33 @35
No. 3 loins.....	@28	30 @32
No. 1 hinds and ribs.....	32 @33	33 @34
No. 2 hinds and ribs.....	29 @30	31 @32
No. 3 hinds and ribs.....	26 @27	29 @30
No. 1 rounds.....	@28	@30
No. 2 rounds.....	@24	@29
No. 3 rounds.....	@20	@25
No. 1 chucks.....	@23	@25
No. 2 chucks.....	@20	@24
No. 3 chucks.....	@16	@23

DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	.30 @33
Veals, country, dressed, per lb.....	@30
Western, calves, choice.....	@31
Western calves, fair to good.....	.25 @27
Grassers and buttermilks.....	.24 @25

DRESSED HOGS.

Hogs, heavy.....	@28½
Hogs, 180 lbs.....	@28½
Hogs, 160 lbs.....	@28½
Hogs, 140 lbs.....	@29½
Pigs.....	@29½

DRESSED SHEEP AND LAMBS.

Lambs, choice, spring.....	.28 @29
Lambs, choice.....	.27 @28
Lambs, good.....	.24 @25
Lambs, medium to good.....	.26 @27
Sheep, choice.....	.23 @24
Sheep, medium to good.....	.21 @22
Sheep, culls.....	.15 @16

PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs. avg.....	@35
Smoked hams, 12 to 14 lbs. avg.....	@34½
Smoked hams, 14 to 16 lbs. avg.....	@33
Smoked picnic, light.....	@25½
Smoked picnic, heavy.....	@24½
Smoked shoulders.....	@25½

Smoked beef tongue, per lb.....	.33 @33
Smoked bacon (rib in).....	.38 @38
Dried beef sets.....	.42 @46
Pickled bellies, heavy.....	.38 @38

FRESH PORK CUTS.

Fresh pork loins, city.....	@41
Fresh pork loins, Western.....	.35 @38
Frozen pork loins.....	.34 @37
Fresh pork tenderloins.....	.45 @45
Frozen pork tenderloins.....	.43 @43
Shoulders, city.....	@30
Shoulders, Western.....	.28 @28
Butts, regular.....	.34 @34
Butts, boneless.....	.38 @38
Fresh hams, city.....	.38 @38
Fresh hams, Western.....	.36 @36
Fresh picnic hams.....	.28 @28

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.....	90.00 @82.50
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.....	77.50 @80.00
Black hooft, per ton.....	75.00 @85.00
Striped hooft, per ton.....	75.00 @85.00
White hooft, per ton.....	85.00 @90.00
Thigh bones, avg. 85 to 90 lbs. per 100 pcs.....	170.00 @175.00
Horns, avg. 7½ oz. and over, No. 1's.....	225.00 @240.00
Horns, avg. 7½ oz. and over, No. 2's.....	150.00 @175.00
Horns, avg. 7½ oz. and over, No. 3's.....	100.00 @125.00

BUTCHERS' SUNDRIES.

Fresh steer tongues, L. C. trim'd.30.....	@35c	a pound
Fresh cow tongues, untrimmed.23.....	@24c	a pound
Calves' heads, scalded.....	@20c	a pound
Sweetbreads, veal.....	@70c	apiece
Sweetbreads, beef.....	@40c	a pound
Calves' livers.....	@30c	a pound
Beef kidneys.....	@20c	a pound
Mutton kidneys.....	@5c	each
Livers, beef.....	@18c	a pound
Oxtails.....	@16c	a pound
Hearts, beef.....	@16c	a pound
Rolls, beef.....	@28c	a pound
Tenderloin, beef, Western.....	.30 @35c	a pound
Lamb's fries.....	@12c	a pair
Extra lean pork trimmings.....	@24c	a pound

BUTCHERS' FAT.

Ordinary shop fat.....	7 @2
Suet, fresh and heavy.....	@13
Shop bones, per cwt.....	.25 @35

SAUSAGE CASINGS.

Sheep, imp. wide, per bundle.....	•
Sheep, imp. medium wide, per bundle.....	•
Sheep, imp. medium, per bundle.....	•
Sheep, imp. narrow, per bundle.....	•
Hog, free of salt, tea. or blis., per lb., f. o. b. New York.....	@95
Hog, extra narrow, selected, per lb.....	@20
Hog buns.....	@20
Beef rounds, domestic, per set, f. o. b. New York.....	@14
Beef rounds, export, per set, f. o. b. New York.....	@18
Beef buns, piece, f. o. b. New York.....	@14
Beef middles, per set, f. o. b. New York.....	@26
Beef wassands, No. 1s, each.....	@9½
Beef wassands, No. 2s, each.....	@4
Beef bladders small, per dos.....	@95

*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	34½	36½
Pepper, Sing., black.....	28½	30½
Pepper, Penang, white.....	—	—
Pepper, red.....	10	12
Allspice.....	28	32
Cinnamon.....	13	15
Coriander.....	50	55
Cloves.....	28	26
Ginger.....	60	65
Mace.....	—	—

CURING MATERIALS.

Refined saltpetre, granulated, blis.....	@26
Refined saltpetre, crystals, blis.....	@30
Double refined nitrate of soda, gran., f. o. b. N. Y. & S. F.....	@ 6½
Double refined nitrate of soda, crystals.....	@ 6½

GREEN CALFSKINS.

No. 1 skins.....	@.57
No. 2 skins.....	@.55
No. 3 skins.....	@.52
Branded skins.....	@.57
Ticky skins.....	@.55
No. 1 B. M. skins.....	@.55
No. 2 B. M. skins.....	@.53
No. 1, 9½-12½ lbs.....	@5.50
No. 2, 9½-12½ lbs.....	@5.30
No. 1 B. M., 9½-12½ lbs.....	@5.30
No. 2 B. M., 9½-12½ lbs.....	@5.10
Branded skins, 9½-12½ lbs.....	@4.00
Ticky skins, 9½-12½ lbs.....	@4.00

No. 1, 12½-14 lbs.....	@6.00
No. 2, 12½-14 lbs.....	@5.75
No. 1 B. M., 12½-14 lbs.....	@5.75
No. 2 B. M., 12½-14 lbs.....	@5.50
No. 1 kips, 14-18 lbs.....	@6.25
No. 2 kips, 14-18 lbs.....	@6.00
No. 1 B. M., 14-18 lbs.....	@6.00
No. 2 B. M., 14-18 lbs.....	@5.75
No. 1 heavy kips, 18 lbs. and over.....	@6.75
No. 2 heavy kips, 18 lbs. and over.....	@6.50
Branded kips.....	@5.50
Heavy branded kips.....	@5.75
Ticky kips.....	@5.50
Heavy ticky kips.....	@5.75

DRESSED POULTRY.

FRESH CHICKENS.

Broilers—Fresh dry-packed, 12 to box—	
Western, milk-fed, 17 lbs. to doz., per lb.....	@44
Western, milk-fed, 18 to 24 lbs. to doz., per lb.....	@44
Western, corn-fed, 17 lbs. to doz., per lb.....	@42
Western, corn-fed, 18 to 24 lbs. to doz., per lb.....	@42
Broilers—Fresh, ice-packed, barrels—	
Western, milk-fed, 2 to 2½ lbs. per pair, per lb.....	@39
Western, milk-fed, 3 to 4 lbs. to pair, per lb.....	@38
Western, corn-fed, 2 to 2½ lbs. to pair, per lb.....	@39
Western, corn-fed, 3 to 4 lbs. to pair, per lb.....	@36
Western, corn-fed, 3 to 4 lbs. to pair, per lb.....	@36
Virginia, milk-fed, 3 to 4 lbs. to pair, per lb.....	@39
Phila. and L. I., fancy, 2 to 4 lbs. pair, per lb.....	@50
Phila. 2 to 4 lbs. to pair, per lb.....	@42

Other Poultry—

Squabs, prime, white, 10 lbs. to doz., per doz.....	7.50 @8.50
Spring ducklings, Long Island, per lb.....	@38
Fowls—Fresh—Boxes—Dry-packed	
Western, 60 lbs. and over to dozen.....	@37
Western, 48 to 56 lbs. to dozen.....	@36½
Western, 43 to 47 lbs. to dozen.....	@36
Western, 36 to 42 lbs. to dozen.....	@35
Western, 30 to 35 lbs. to dozen.....	@33
Western, under 30 lbs. to dozen.....	@32
Fowls—Fresh—dry-packed—barrels	
Western dry-picked, 5 lbs. and over.....	@36½
Southwestern dry-picked, 3 to 4 lbs. each.....	@33½
Fowls—Fresh, barrels, ice-packed	
Dry-picked, prime, 5 lbs. and over.....	@36
Scalded, prime mixed weights.....	@32
Old Cocks—Fresh—ice-packed—barrels	
Dry-picked No. 1.....	.26½ @27
Scalded.....	.26 @26½
Turkeys—Frozen—	
Fancy, young toms, per lb.....	—@—
Fancy, young hens, per lb.....	—@—
Fair to good, mixed hens and toms, per lb.....	—@—

LIVE POULTRY.

Broilers, via express, per lb.....	@36
Young roosters, nearby.....	@—
Fowls.....	@35
Roosters, old.....	@25
Turkeys.....	@28
Geese.....	@20
Ducks, via express or freight.....	@28

BUTTER.

Creamery (92 score).....	@40
Creamery, higher (scoring lots).....	.49½ @50
Creamery, firsts.....	.46½ @48½
Process, extras.....	@43
Process, firsts.....	.41½ @42½

EGGS.

Fresh gathered, extras.....	.51 @52
Fresh gathered, extra firsts.....	.48 @50
Fresh gathered, firsts.....	.44 @47
Fresh gathered, seconds.....	.38 @43
Fresh checks, good to choice.....	.32 @34

FERTILIZER MARKETS.

BASIS NEW YORK DELIVERY.

Bone meal, steamed, 3 and 50, per ton.....	@38.00
Bone meal, raw, per ton.....	@42.00
Dried blood, high grade.....	@ 7.00
Nitrate of soda—spot.....	@ 5.00
Bone black, discard, sugar house del. New York.....	nom. 40.00
Ground tankage, N. Y., 9 to 12 per cent. ammonia.....	7.10 and 10
Garbage tankage.....	@10.00
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, Baltimore.....	—@—
Foreign fish guano, testing 13@14% ammonia and about 10% B. Phos. Lime.....	—@—
Wet, acidulated, 7 p. c. ammonia per ton, f. o. b. factory (35c. per unit available phos. acid).....	—@—
Sulphate ammonia, for shipment, per 100 lbs., guar., 25%.....	@ 7.75
Sulphate ammonia, per 100 lbs. spot guar., 25%.....	@ 7.75

